American Perfumer

and Essential Dil Review

FEB. 1913

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OFFICES BROWN & STATE STS.,

ROCHESTER, N.Y.

and

200 BROADWAY,

NEW YORK.

SEE PAGE X

BERTRAND'S CONCRETES AND ESSENTIAL OLGS
PRANZ PRITZSCHE & CO'S SYNTHETICS
PETCHEFF'S OTTO OF ROSE
PURITAN BRAND ESSENTIAL OLIS

USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

ROCKHILL & VIETOR FOR Obleace, New York, 17 North Franklin St.,

CONSOLIDATED FRUIT JAR COMPANY

FACTORIES: NEW BRUNSWICK, N. J. NEW YORK OFFICE 290 BROADWAY

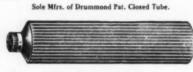
Manufacturers of SHEET AND CAST METAL SPECIALTIES

Screw Caps and Cologne Sprinklers for bottles. Talcum and Tooth Powder Tops, Aluminum Collapsible Drinking Cups, Collapsible Tubes, Etc.









NEW CORRUGATED TURE Pat. Oct. 4, 1910.





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ALL GRADES

FOREIGN AND DOMESTIC

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PARTICULARLY ADAPTED TO TOOTH POWDER AND TOILET PREPARATIONS, INTERESTING PRICES.

W. B. DANIELS, 252 FRONT STREET, NEW YORK

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A LMOST any chemist with a little experience can produce a new perfume-"synthetic," but few "novelties" have any real practical value. How many "novelties" offered during the past ten years are any longer heard of?

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Synthetic Flower Oils are the Standard Basic Products for the Manufacture of HIGH-GRADE PERFUMERY

Oil of Geranium Rose, artificial

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Sphinx Paste—For high grade labels to glass or paper. Tinnol—For plain or lacquered tins.

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Condensed Paste Powder—1 lb. makes 2 gallons snow

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100% Pure

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Pure-Aged.

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We urgently invite attention to other very valuable SYNTHETIC STAPLES and

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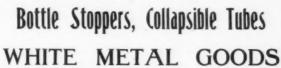
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Adherent—Invisible— Impalpable

ADHERON is waterproof; therefore Face Powders containing it will not mix with perspiration and scale off.

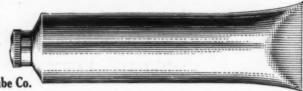
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THE DAVIS AUTOMATIC FILTER, filtering in vacuum, saves its cost many times over by preventing loss by evaporation (5 to 10%).

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Standard Perfume and Flavoring Materials



Satisfied Customers

form the most valuable assets of a business concern. Customers that are satisfied, will insure a comfortable balance on the right side of your ledger at the end of your business year. Raw materials of quality will insure satisfied customers. Quality is the best and most lasting advertisement. Manufacturers that use Synfleur materials, know that they are using the best raw materials that can be produced. The constantly growing popularity of Synfleur materials is due in a large measure to the satisfaction they give our friends all over the world and the word "satisfaction" appears a great many times in our daily correspondence. We append the following ten quotations, from ten letters received from our friends:

No. 1. "Every Synfleur product we have tried, has given

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No. 2. "Synfleur materials have given absolute satisfaction. We have always given them the preference."

No. 3. "We have found Synfleur materials entirely satis-

factory. The quality has been the best."

No. 4. "Synfleur materials have given us satisfaction in every respect."

No. 5. "Synfleur products have given us excellent satisfaction."

No. 6. "We have found Synfleur materials very satisfactory."

No. 7. "We have been using Synfleur materials in our laboratories for years with good satisfaction."

No. 8. "Synfleur products have been invariably satisfactory."

No. 9. "Synfleur goods give us better satisfaction than other brands."

No. 10. "Synfleur laboratory products are most satisfactory in results."

Do you fully realize and appreciate what these quotations mean? Synfleur materials are at your service. They are absolutely standard. The quality is always uniform, always the best and can be relied upon in every instance. The laboratory manager who specifies "Synfleur" on his order is always satisfied with the results.



Synfleur Scientific Laboratories

Established 1889

Alois von Isakovics, Proprietor Monticello, New York, U. S. A.



THE AMERICAN PERFUMER - SYNFLEUR INSERT No. 32B.



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Standard Perfume and Flavoring Materials





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Pounds \$32.00

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Established 1889

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A DECORATED TIN BOX WORTH LOOKING AT

On back cover of this issue is a reproduction of a box that will interest you. A single glance tells you it is "Stopper Quality."

Do you want your boxes to be of this quality, to be the kind that, when displayed, first attracts the buyer's attention and then compels a second look?

This is the kind that helps sell your products.

You should see the box itself to fully appreciate the excellence of the work on it.

Send for a sample.

AMERICAN STOPPER COMPANY

DWIGHT AND VERONA STREETS BROOKLYN, N. Y.

THE SIGN OF

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SUPBRIORITY

The manufacturers of a certain line of toilet preparations which has been received, sold and repeated on with enthusiasm all over the United States, address the trade thus:

"You want attractive packages because they are more salable. Quality brings the repeat business, but appearance is a potent factor in making the first sale. Anyway, good goods deserve to be well dressed."

And that is truth!

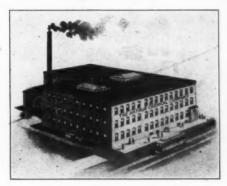
¶ Also, they say this of their line:

"Individually, every package delights the eye and makes a silent but powerful appeal to the buyer's purse. Massed in windows or on the shelves the —— line is admirably adapted to display, always producing the pleasing impression of beauty and surpassing quality."

Truth also in this case!

- I Can you say it of your line?
- ¶ Our labels and boxes are prominent features of the make-up of this line.
- ¶ We can help to make your packages "produce the pleasing impression of beauty and surpassing quality". We know how.
- ¶ Won't you write us today?

BUEDINGEN BOX & LABEL CO. Rochester, N. Y., and New York City



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Special Labels on packages under your own name, in quantities from one gross upward.

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Peroxide of Hydrogen

W. 17

U. S. P.-In bottles, carboys or barrels.

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All kinds—to retail from 10c. to \$5.00 an ounce. In bottles or in bulk.

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Italian and other imported talc in onepound packages; bulk; small tin boxes; or any other way you may desire.

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All kinds—to retail from 10c. to a dollar. In bottles or in bulk.

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Any quantity and quality you may want; in boxes or in bulk.

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All grades—cut all sizes—with private dies

Rice Powder—Sachets—Liquid Shampoo—Shampoo Jelly—Dental Cream—Shaving Powder
—Bay Rum—Florida Water—Witch Hazel—Brilliantine—Almond Lotion—Liquid Rouge—
Rouge Paste—Cream Face Powder, in cake form.

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Send us samples and we will give you our prices for putting up the same packages. If you have any new ideas for special packages let us help you by giving our ideas and putting the goods up for you. We assure you satisfaction as we have a lot of satisfied customers.

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An Accepted Success

SYNTHETIC OTTO OF ROSE

An exact reproduction by Modern Chemistry

Sample ounce, \$3.00

[SEE OPPOSITE AND NEXT PAGE]

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Manufacturer of the Finest Grade Otto of Rose

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because it is the standard of all Ottos of Rose.

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Very lasting.

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> An Ultra Quality of Rose Oil

Used by men who KNOW

UNGERER & CO., New York

514 Arch Street 208 N. 5th Avenue 244 California Street PHILADELPHIA CHICAGO SAN FRANCISCO



The February Issue

contains several very important articles:

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An alcohol of the heliotrope series. Read it carefully.

GERANIOL TESTING

The present methods of determining the percentage of geraniol in oil citronella are faulty. Read our article on the subject.

Read, too, the Editor's Message!

CITRONELOL LAEVO

Unless one is sound-proof and airtight to new ideas, one will recognize the importance of using Citronelol in modern perfume compositions.

CITRONELOL LAEVO is the strongest and most flowery type of CITRONELOL which can be used.

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If a sweet, moist and heavy odor is wanted, the DEXTRO modification of Citronelol should be adopted.

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Perfumes of the Mayflower type have been successfully marketed abroad and here, but up to this time no one has produced a similar odor for toilet powders and creams.

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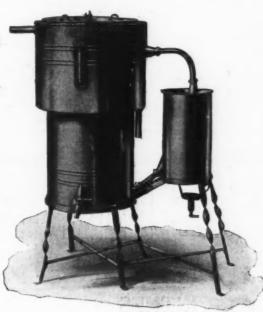
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Eliminates all difficulties in the manufacture of Vanilla Extract, producing a perfect product in 30 hours.

Saves
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Saves
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Can be operated by a boy at Trifling Expense

Requires less than an hour's attention

Will save its cost within 30 days.

Write for Bulletin No. 6, giving detailed description and prices.

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Fleur de Lilas

BERGAMOT Synthetic GERANIUM Synthetic LAVENDER Synthetic

Faithful reproductions of the Natural Oils. Prompt consideration of these new Synthetic Oils will save you money. Samples will be sent on request.

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ESTABLISHED 1858

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- 44 ROSEMARY
- VETIVERT
- **BOIS DE ROSE**
- (Femelle) NEROLI PÉTALES

ETC., ETC.

FLORAL CONCRETES (Solid or Liquid)

ROSE

JASMIN

TUBEROSE

ORANGE CASSIE

VIOLET

RESEDA-JONQUILLE

USED BY THE LARGEST MANUFACTURERS

Ch. Bagaroff &. Fils Petcheff & Co.

Sopote and Philippopoli, Bulgaria

OTTO OF ROSE

ORIGINAL CONTAINERS

These firms are the largest shippers of rose oil from Bulgaria.

Write us for samples and prices.

Franz Fritzsche

& Co., Hamburg, Germany

ALL SYNTHETICS



BEST **OUALITY**

Artificial Musk Extra 100%

Heliotropine Crystals

Terpineol



The American Standard For High Grade Bottles

Our perfume bottles have been leaders in style, design and quality for over 20 years.

AN UP-TO-DATE BOTTLE IS YOUR SILENT SALESMAN

Quality goods for quality people.

Good goods are worthy of a good package.

CUT GLASS BOTTLES

TRADE



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Designs and prices furnished upon application.

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Grasse, France

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Essential Oils
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THE AMERICAN PERFUMER

AND

ESSENTIAL OIL REVIEW

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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END OF THE TARIFF HEARINGS.

Now that the tariff hearings before the Ways and Means Committee have ended the next point of interest is what Congress is going to do on the subject. Of course that means the new Congress, which will be in power after March 4, but the House is of the same political complexion now as will be the new one, the same chairman is due to preside over the new Ways and Means committee and all tariff measures must originate in the House.

While we are waiting it is worth while knowing that the Underwood tariff, with modifications inspired by the January hearings, will be the schedule presented for action. The Chemical Schedule is the chief concern of our readers. Reports from Washington are to the effect that the changes from the present Underwood schedule will be insignificant. Whether this is true or not, events will determine, but the authority is excellent and in the absence of other information it may serve as a temporary guide for our readers.

While Chairman Underwood is determined upon his ideas of revision, he has adopted the policy of President-elect Wilson in declaring that he is absolutely opposed to provoking any serious disturbance of business. This course is the only logical one which can be pursued by the incoming Federal administration and it leaves little reason for unrest even in the minds of timid business men. The test will come later. Such readjustments as may be required undoubtedly will be equalized in the process. Wise business men will simply read the signs upon the Congressional horoscope and adjust their affairs accordingly.

THE SOAP TARIFF HEARINGS.

We are giving considerable space to the hearings before the Ways and Means Committee of Congress on the tariff on soap, for the discussion is interesting not only to soap manufacturers, but to perfumers and others as showing the drift of the tariff situation at Washington. Conditions were dissected from various angles and the representatives of the manufacturers not only presented some illuminating facts but they contributed to the fund of information regarding this important industry.

The committee was unable to pin Judge Wadhams down to a precise answer to the question regarding what raw materials ought to be placed upon the free list to persuade him to agree to the entering of laundry soap without duty. The question was hardly fair. It looked like a "catch question," whether it was or not, but the Judge treated it with obvious sincerity. The contentions of the National Conference of Soap Manufacturers, as outlined in the oral testimony and briefs, ought to be convincing to the committee and to Congress.

The conference held meetings at the time of the various hearings in Washington and while the attendance was not large the responses otherwise from the members displayed a hearty interest in the campaign. The chairman, Mr. Harry W. Brown, presided at the meetings and Judge Wadhams took care of the secretarial duties. Among those who attended the hearings were the following: Mr. F. H. Brennan, Mr. George Schroeder, Mr. M. M. Drury, Mr. Louis H. Waltke, Mr. N. N. Dalton, Mr. Marvin M. Eavenson, Mr. J. R. Collingwood, Mr. Warren Provost and Mr. O. J. Lautz. A resolution was passed requesting the members and others interested in the propaganda to contribute sums varying from \$15 to \$50, according to their means, toward the payment of the heavy expenses of the conference committee. The treasurer is Mr. James Beach, of Dubuque, Iowa.

THE GOULD NET WEIGHT BILL.

The representatives of the Flavoring Extract Manufacturers' Association of the United States took the correct position before the Senate Committee on Manufactures in urging upon the committee the desirability, if not the necessity, of providing in the proposed law for reasonable tolerances and variations, rather than appearing in opposition to the measure. The arguments were well presented. The speakers avoided the appearance of seeming hostility, which in the old days of Pure Food and Drug Law agitation often gave the public and legislators the wrong idea of the attitude of business men who only were striving to have the law made plain so it would be understandable and enforceable.

The passage of a Federal net weight law is probably only a question of a short time and the Flavoring Extract Manufacturers' Association is acting wisely in endeavoring to have its provisions contain only safe and sane requirements. It is not likely that the Gould bill will be passed at this session, although a determined effort is being made for its enactment by its sponsors. Regardless of what may happen the flavoring men's representatives were "on the job" in a convincing way.

As we go to press word is received from Washington that the Senate Committee has decided to report the bill favorably with amendments, in which case, the House concurring in the amendments, there is a chance that it will go to President Taft for his approval or disapproval before the end of this session. While the report at last ac-

counts had not been presented, it is understood the bill as agreed upon makes it mandatory on manufacturers and vendors of foods to state the quantity of the contents of the package on the outside thereof in terms of weight, measure or numerical count.

The Senate Committee also has amended the bill by eliminating from its provisions packages that sell for six cents or less. Another amendment makes more strict the reasonable variations feature. The House provision allowing reasonable variations is eliminated and a provision is substituted allowing the Department of Agriculture to make rules and regulations for reasonable variations and requiring the Department to make a record of all variations allowed.

TRADE MARK DECISIONS.

Three important trade mark decisions are referred to in the Trade Mark Record. In Bristol Co. vs. Graham, the court held that on the expiration of a patent anyone has the right to make the patented article and that the patentee cannot, by registering the drawing of the article as a trade mark, obtain the exclusive use of such drawing after the expiration of the patent.—199 Fed., 412.

In Deitsch vs. Gibson, the court refused to restrain the defendant from using the word "Marguerite" as a trade mark for tooth brushes because of the failure of the complainant to establish prior use of the mark.— 198 Fed., 410.

In De Nobili vs. Scanda, relief was denied to the complainants on the ground that their labels were calculated to deceive purchasers into the belief that their cigars were made in Italy instead of this country.—198 Fed., 341.

AMERICAN CHEMICAL SOCIETY. .

The fourth annual meeting of the American Chemical Society will be held in Milwaukee, Wis., on March 25 to 28 inclusive. Many valuable papers will be presented, and manufacturing plants in Milwaukee and vicinity will be visited. The entertainment committee is planning an interesting programme, which will be no doubt a success, and special attention is being paid to preparations for the entertainment of ladies at such times when they cannot participate in the regular programme. The secretary of the society is Charles L. Parsons, Washington, D. C.

FALSIFICATION OF PERFUMES IN OLDEN TIMES.

The falsification of perfumes is not only a matter of modern times. La. Nature recently referred to a sealing wax of the fifteenth century, the odor of which had been strengthened by means of asafoetida. Then there is Dr. Dorveaux, who recalls to our mind the fact that musk used to be derived by hanging it in latrines. It is to the effects of the indol and the scatol contained in human excrement, that the action must be attributed, and it reminds us that a doctor of the twelfth century, Mathoeus Platearius, has devoted a whole chapter of a medical treatise to musk and animal perfumes.

We evidently prefer scatol and indol of chemical origin to the same products derived from excremental sources, but it is entirely a matter of taste for, fundamentally, these perfumes are strictly the same.—La Parfumerie Moderne.

YLANG-YLANG

By H. MANN

Conditions in the trade in Ylang-Ylang oil have materially changed within the past few years, owing to the production in the Isle of Réunion, of a very excellent oil, while the island of Nossy Bé, also places a good oil on the market. Although neither of these two brands can surpass the Manila oil they are nevertheless of such good quality as to be welcome to the perfumer. In the purchase of these oils, some care must always be exercised, for it is not from all sources that the oil shows the same very fine aroma. Thus, for instance the oils distilled from the Ylang-Ylang blossoms on the north side of the Isle of Réunion, from the localities of St. Denis, Ste Susanne and St. André are considerably finer and consequently more valuable than those produced on the south side of the island; the oils from St. Paul are also considered among the first-class products.

The dealers in Manila seek to counteract the depression in prices caused by this sharp competition, by artificially keeping down the production and only allowing limited offerings. In this they have attained a certain degree of success, for the much desired Manila oils are still admittedly today the brands most in demand and will long remain so. But the perfumer, through abundant and reasonable priced supplies, nowadays enjoys the not to be underestimated possibility of using this superbly fragrant oil more extensively, than was formerly the case, consequently is able to produce far better and, at the same time, not materially more expensive compositions, which he formerly could not approach, in consequence of the high cost price of ylangylang oil. Thus we find in the market, various exceedingly fine new compositions, which as the finest handkerchief perfumes, have their special foundation in ylang-ylang oil and are quite extensively sold.

It is in the Philippines and the adjacent islands that the real home of the ylang-ylang tree, is to be sought. From there, more than a hundred years ago, it was taken to the Isle of Réunion, where, however, it was grown solely as an ornamental plant. Only the creoles, to whom the beauty of the odor of its blossoms particularly appealed, took up their exploitation, without, however, attaining a proper extraction of the essential oil contained in the blossoms.

It is not so long since a perfect oil of ylang-ylang was first produced in Réunion and only the success connected therewith aroused the ambition of others, who then likewise laid out ylang-ylang gardens and used the blossoms for distillation. The experiments previously made were wrecked in part by the primitive arrangements for distillation, in part also by unbusinesslike management, so that they failed in the commencement. Only later, with the introduction of good distilling apparatus, was it possible to turn out really marketable oils, but in the prices obtainable, the importance of a systematic culture of this plant was recognized.

Of course, the blossom is the most important part of the tree, for it alone contains the so superbly fragrant essential oil, which is obtained by steam distillation. A strong, healthy tree, will yield annually from 10 to 15 kilos of

flowers, for the tree blossoms nearly all the year round, but especially abundantly during the rainy season. The fresh flowers, placed immediately after picking, in the retort of the still and treated with water, yield 1.3 to 2.5 per cent. of their weight in the finest essential oil. By the exercise of special care in the cultivation o fthe soil, it has at times been possible to obtain, from 45 kilos of flowers, almost 1 kilo of oil, as reported by domestic distillers, certainly a very high yield under which naturally the quality suffers.

The effort is therefore not to obtain too high a yield of oil, and it is restricted to the normal output of 1 kilo of oil from 100 kilos of flowers, by which means an oil is obtained that nearly approaches in its extraordinarily fine aroma the finest Manila oil, although it does not, as already stated, quite equal it. This proportion can, however, be regarded as a good yield. The oil obtained is of a pale amber color, sometimes even somewhat lighter. The constants observed for ylang-ylang oils vary, according to their origin. Thus the good Manila oils have a specific gravity of 0.930 to 0.950, whereas the Réunion oils reach 0.974.

The judgment of the quality of a ylang-ylang oil is, however, rather a matter for the perfumer than for the chemist, for it often occurs that an oil that is not chemically perfectly pure, far surpasses, in fragrance, a normal oil, one more reason why it has been comparatively easy for the Réunion oil to find its way profitably into the market and compete actively with the fine Manila oils.

Now while for very fine and choice perfumery, the Manila oil will always have the preference, very fine and elegant shadings can be produced, by mixing it with Réunion oil, and thereby considerably cheaper articles obtained, which in delicacy are but little inferior to those made with the expensive Manila oil. Fine and very suitable foundations may be produced in this case with first infusions of rose and jasmine, or even tuberose, but the jasmine infusion is usually preferred, which nowadays we are in a position to prepare suitably from concrete essences. With this, the perfume of ylang-ylang can be very finely brought out. The main feature is of course the ylangylang oil, to which some good oil of rose, small quantities of vanillin and artificial oil of bergamot can be added. Here also is used with preference some labdanum infusion, likewise some concrete oil of orris root oil. As fixing agent, infusion of musk and solutions of benzoin of Siam appear to be well adapted.

Furthermore, as regards the usefulness of oil of ylangylang it must not be forgotten that it can well be used in violet and lilac perfumes and the familiar Vera Violetta perfume of a French firm, had for its character ylangylang oil almost exclusively, together with liberal additions of artificial violet. Thus ylang-ylang oil constitutes a welcome means of bringing out those two odors quite strongly and still very advantageously. With its use they develop a loveliness of odor, which, as a fact, leaves nothing to be desired as to delicacy of shading. On the other hand to hine ylang-ylang perfumes, small quantities of artificial violet products can be added, whereby a highly interesting perfume and one that certainly will be universally purchased can be produced. Furthermore, the genuine oil of ylang-ylang has encountered a new competition in the artificial product. Of course, this product has to reckon with the fine Réunion and Nossy Bé oils, for its production will only prove profitable when the natural oils are at a high price, since it is not much cheaper than the genuine Réunion or Nossy Bé oils. However, since it has been on the market, it has made many friends, for the reproduction may be described as a happy one. The first samples left something to be desired, for it could be noted that articles produced with its aid, developed when stored, a pungent character, which in this particular perfume is least of all desirable, for here a free, full, smooth delicacy of aroma must unmistakably be present, which can readily be assured by a suitable addition of oil or rose.

With all the oils of ylang-ylang to be found in the market today, the perfumer is in a position to produce exquisite compositions, which he can offer in any desired range of prices, the more readily, because of the widely varying prices at which these oils can be bought, yet the existing qualities do not always present very great differences, especially as regards the strength of the perfume. The difference is rather in the delicacy of the shading brought out, which, however, the modern perfumer is in a position to readily supplement, so that with skilful toning down, with the cheaper sorts, very fine effects can be obtained as well.

Very fine and piquant perfume novelties may be produced, for instance by using rose-infusion as the basis and fine oil of ylang-ylang to give it its character, adding thereto some costus-root oil, oil of bergamot and the finest French geranium oil. A little neroli oil also helps to bring out a special shading, a small addition of a good artificial violet ketone, whereas small quantities of cumarin and traces of hyacinthine yield highly delicate special perfumes, to which we can often add, to great advantage, some Muscatel sage oil. As fixing mediums we can here also use ambra musk and benzoin infusion.

In soaps, the fine ylang-ylang oil has often enough not kept very well, while this may be not said of the Réunion oil, whose employment is here much rather to be undertaken because at the moderate price, a fairly large quantity can be used. The base of a perfume for soap is started with Bourbon geranium and then as much oil of ylang-ylang is added as will impart to the whole its predominating character. Then we add oil of bergamot, terpineol, some oil of jasmine, as well as possibly some hawthorn (aubepine), also some artificial oil of violets of some kind, likewise sometimes some artificial neroli oil. Then fixing is effected by means of artificial or genuine musk, with the addition of strong benzoin infusion.

From all this is may be seen that with oil of ylang-ylang, many variations may be created, for even perfumes produced with a fine trefol base may be made by suitable additions of ylang-ylang, into quite interesting articles.

VEGETABLE RED: A NEW COLOR FOR USE IN TOILET PREPARATIONS.

BY PROF. CHAS. H. LA WALL.

While recently making some experiments with different harmless coloring agents for use in toilet preparations, such as toothwashes, antiseptic solutions, etc. I made use of one which has an extended and increasing employment in food products and confectionery, but which is practically unknown in pharmacy, so far as I have been able to learn, and as it would seem to merit consideration for such purposes I wish to bring it before the members of this section.

The name of this color is sulphonated orchil or archil (sometimes called orcin), but in the trades where it is usually employed it is sold under the vague and somewhat misleading name of "Vegetable Red."

Archil is a particular form of the coloring matter derived by the ammonical fermentation of certain species of lichens of the genera Rocella and Lecanora, and probably several others. Prepared in paste form from the foregoing sources the color is known as archil. When it occurs in a somewhat drier condition it is known as persis. In the dry powdered form it is known as cudbear, and this is the form which is most largely known and used in pharmacy. It is an interesting fact, that litmus is produced from the same source by adding potassium or sodium carbonate during the fermentation.

The paste archil, when in the unmodified form, has about the same coloring properties as cudbear, but it has been found that by sulphonating it a modification is produced which is very much more effective and satisfactory as a coloring agent. This sulphonation, however, removes it from the class of purely vegetable compounds and according to some authorities, the presence of the sulphonated color must be declared the same as a coal-tar color.

It produces about the same shades and is subject to about the same changes in acid and alkaline media, as cudbear, with the noteworthy difference that it appears to be much more permanent. For instance, an alkaline antiseptic solution, colored with cudbear, when mixed with solution of hydrogen dioxide solution, becomes decolorized in a very short time, while if sulphonated orcin is used to produce the color, the latter is scarcely affected by solution of hydrogen dioxide, even after twenty-four hours' standing.

For private formulas and unofficial preparations, therefore, it may prove to be of value. The cost of the article is the only disadvantage, as it costs from \$4 to \$5 per pound, while having little or no higher coloring power than cudbear; its advantage over that color being its greater permanence.—Journal A. Ph. A.

GLYCERYL ACETATE IN ESSENTIAL OILS.

An interesting contribution to the subject of the estimation of glyceryl acetate in essential oils was made to the London Section of the Society of Chemical Industry on January 6 by Messrs. S. Godfrey Hall, F. C. S., and A. J. Harvey, F. C. S.

The authors first referred to Messrs. Seaber and Salamon's article on the question, and in which they examined at some length the merits of two different methods.

The first depended roughly upon the assumption that the glyceryl acetate, or at least such proportion of it as remains behind in the non-volatile residue when the oil is heated on the water bath, raises the saponification value above that of a normal oil. The second method was devised by Messrs. Schimmel & Co., of Leipzig, and depends upon the solubility of glyceryl acetate in 5 per cent. alcohol, and its consequent elimination from the oil on washing. Messrs. Salamon and Seaber came to the conclusion that the first method is unreliable, but that Messrs. Schimmel's could reasonably detect 2 per cent. glyceryl acetate. It appeared to Messrs. Hall and Harvey that a more convenient and perhaps more reliable method even than Messrs. Schimmel's might be found, and they deter-

mined upon the following, which, roughly, is dependent upon the separation and estimation of the glyceryl as such:

A quantity, if possible not less than 10 grms., of the oils to be examined is mixed with about 50 cc. of .830 alcohol and saponified with N/2 alcoholic potash; it is then digested on the water bath for a period of one hour; the solution is neutralized by means of N/a HCI, and evaporated to dryness upon the water bath in order to remove the alcohol; about 20 cc. of water is added and the oil proportion extracted by methylated ether, the water solution being run in a 6 oz. round-bottomed flask; the other extract should again be washed with a further quantity of about 10 cc. of water, which is then added to that already in the flask, and the whole evaporated to a syrupy condition. This residue contains the glycerol originally present as glyceryl acetate which is estimated in the usual way by the triacetin method, the amount of glyceryl acetate being calculated therefrom,

The authors gave the following results:

THE GI	athors gave the following	Buttan	resuits		
	BERGAMOT (E	STER	VALUE)		
	v	Veight.	Cc.N/2 Alc.Pot.	Lin.Acet	Sap.
Original	oil	2.288	7.65	32.77	93.8
66	" + 2% gly. ac	2,436	9.35	37.60	107.7
48	" + 5% " "			45.04	128.9
	GLYCEROL	CONT	ENT.		
	V		Cc.N/s NaOH less correct.		% Gly. Acet.
Blank					
Original	oil	5,000			
+6	" + 2% gly. ac			9.38	2.22
66			10.25	2.020	4.79
	LAVENDER (E	STER	VALUE)		
Original		40		Lin. Acet	Sap. Val. 82.1
"	" + 5% gly. ac				118.6
	→ 570 gly. ac	3.702	10.50	41,44	116.0
	GLYCEROL	Con	TENT.		
		-		% Gly- cerol. (% Gly. Acet.
Original	oil	9.802			
66	" + 5% gly. ac	5.970	7.8	2.00	4.75

MENTHOL A MEDICINAL PREPARATION.

Presiding Judge Montgomery, in the United States Court of Customs Appeals, has affirmed the decision of the Board of General Appraisers in the suit of McKesson & Robbins against the United States, involving menthol. In slating the issues, Judge Montgomery said

"The merchandise which is the subject of this appeal is menthol. It is also known as peppermint crystals, and appears to be imported from Japan under that name. It is procured by distilling the peppermint plant and collect-ing the oil from the distillate. The oil is then chilled or frozen, and the portion which crystallizes constitutes the menthol. It was assessed for duty as a medicinal prepara-tion under paragraph 65 of the tariff act of 1909. It is claimed by the importers to be classifiable in the alternative either at one-fourth of 1 cent per pound plus 10 per cent. ad valorem under paragraph 20 as drugs advanced in value beyond the requirements for packing or as free of duty under paragraph 559 as drugs in a crude state, or as a non-enumerated manufactured article. chief reliance of the importer is that this menthol should

be classified as a drug in a crude state, and it is said in the brief of counsel that it is the crudest form of menthol.'

Referring to paragraph 559 of the tariff covering drugs, Judge Montgomery says that the article menthol is not provided for in the free list by name. It is not found as a natural drug, but is the result of two processes: disas a natural didg, but is the result of two processes. It illation and a cooling process by which the menthol is separated from the oil of peppermint. It is a manufacture from the peppermint plant. Judge Montgomery says, "In the present case there is no such substance as menthol provided for in terms in the tariff act. The herb or peppermint plant might properly be called a crude drug, but this article is not such." Then Judge Montgomery discusses various cases that have turned on the question of what constitutes crude drugs and explains in what respect these cases cannot be relied upon in settlement of the issues involved in the present case. He says:

"Another significant fact should be stated, which is that for a period of twelve years at least this importation has been classified as a medicinal preparation. The board was not in error in so classifying it, and the decision is affirmed." affirmed.

Essential Oil Protests Overruled.

General Appraisers' Decision 7420 gives a decision of the board on the protests of Fritzsche Bros. and others against the assessment made by the collector on oil of cypress, oil of cloves, oil of cardamom, oil of Ceylon, and oil of pennyroyal, European, and non-alcoholic. It is held that the oils were properly subject to duty at 25 per cent. ad valorem under paragraph 3 of the act of 1909. The decision says in part:

"It is difficult to conjecture upon what theory it might be held that an oil produced from a natural drug by processes of distillation is still a natural drug, for it would seem to be at once apparent that it has not only been submitted to processes away and beyond that which would be necessary merely to its proper packing for transportation or its prevention from decay or deterioration pending manufacture, but has actually lost its identity and been, by processes of manufacture, changed into a new article bearing a distinctive name and adapted to several specific uses to which as a natural drug advanced in value or condi-tion it would not be adapted. In fact, the witness Fritzsche, a member of one of the importing firms, states very clearly that each of the oils in question is known to the trade in which it is bought and sold as an essential oil.

Even if it were the fact as claimed that these oils are still drugs, we think that the term 'drug' is much broader than the term 'essential oils.' Of the two provisions in the statute there is no doubt that the one for essential oils in paragraph 3 is narrower and more specific than that for drugs in paragraph 20."

Anatolian Otto of Roses.

A German contemporary deals with the otto of rose in-A German contemporary deals with the otto of rose industry in Anatolia, which, although at present not very extensive, is likely to be more important in the near future. The industry appears to have been established in the vilayet of Konia, about 15 years ago, by Turkish emigrants from Bulgaria. The year's output in 1910 amounted to 60.000 muscals (a muscal is 4.81 grams), or 288.6 kiles., of the value of 7.000 Turkish pounds (a Turkish pound is worth about \$4.50). As a rule, from 10.2 to 1.79 kilos. of the flower are required to produce one muscal of the otto. Business is done in the oil on the basis of its melting point. the basis of its melting point.

Why the Wind Moaned.

Sire: It was a bitter night without. Within, we four sat cosily around the open fire, idly discussing this and that. At length the conversation drifted to perfumes. Spake then Jeannette—ever eager to learn the origins of Slowly, almost casually, as one who utters a common-

place, I replied: "From shoe-trees.

Outside, the wind moaned fitfully. Then all was silence.-Exchange.

FLAVORING EXTRACT SECTION

FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Mr. S. J. Sherer, president of the Flavoring Extract Manufacturers' Association, has sent to us, as official organ of the association, a copy of Executive Committee Circular No. 5, from which we are permitted to quote several paragraphs, the remainder being confidential to members.

This report includes the following topics:

Federal Net Weight Bill and Tariff.-Nine of the ten members of the Executive Committee attended these hearings in Washington, D. C., of January 30 and 31 and February 1. The committee appeared before the Senate Committee on Manufactures, as described on another page. The Executive Committee points out that no other body or individual appeared in behalf of extract manufacturers.

Considerable space is given to a discussion of Food Inspection Decision No. 69, in which the Department of Agriculture announces that inspectors "will be furnished with certificates of authority which set forth that the bearers thereof are 'authorized to inspect establishments manufacturing and dealing in foods and drugs, and products entering into their manufacture."

It is the opinion of the Executive Committee, approved by the attorney of the association, that the Department of Agriculture has no authority in law to send its inspectors through any factory, or to take away any products or

It is the opinion of the committee that a court order is required.

The following applications for membership have been favorably acted upon:

Active members: C. H. Stuart & Co., Newark, N. Y .; Stickney & Poor Spice Co., Boston, Mass.; George Hubbard & Co., Pittsburgh, Pa.; Associate member, C. Solomon, Jr., Inc., San Francisco, Cal.

New Legislation.-With the committee's circular there is a list of bills introduced into the various State Legislatures since the last report. There are 19 bills included on the list, several of them dealing with net weights.

NET WEIGHT BILL HEARING.

The Flavoring Extract Manufacturers' Association of the United States was well represented at the hearing held on January 30, at Washington, on the Gould Net Weight Bill (Senate 4627). Those present included Mr. W. M. McCormick, of Baltimore; Dr. S. H. Baer, of St. Louis; Mr. S. J. Sherer, of Chicago, and Mr. R. H. Bond, of Baltimore. The position taken was not one of opposition to the measure, but an argument for reasonable variations due to the inability of the glass bottle blowers to furnish exactly the same capacity even in bottles blown by the same man at practically the same time.

Mr. McCormick made a practical demonstration of the variations in a 16-ounce bottle for the benefit of the committee. In addressing the Senators he said:

Mr. Chairman and Senators, as a manufacturer of flavoring extracts, and importer and grinder of spices, and also as representing the Flavoring Extract Manufacturers' Association of the United States, I wish to say, first, we are not opposed but entirely favorable to a weights and measures bill. We believe it necessary for our own protection as manufacturers as well as for that of the consumer. In this our attitude is entirely sincere. All that we ask is that certain minor exceptions that in no way militate against the rights of the consumer, or, in other words, a law which we can live up to, obey, and which will protect us from prosecution, and from being held up to public opinion as criminals for failure to technically live up to its letter when in many instances it may be entirely impossible. I will show you these bottles, of supposedly 16 ounces content, but one 16½, another 16, and this one 151/4 ounces.

The Acting Chairman.-Excuse me, Mr. McCormick, you mention them as being 16 ounce, 161/2 ounce, etc. They are intended to be the same, are they?

Mr. McCormick.-Yes; intended to contain 16 ounces, and we buy them with that understanding; but you see

the glass men will not guarantee exact capacity. I have here a paragraph in relation to the variation which they allow the blowers. In other words, they must be scaled up a little high or lower. May I read it?

The Acting Chairman.-Yes. Mr. McCormick (reading):

"Manufacturers shall allow one-quarter ounce each way from one-half to 6 ounces in weight, inclusive. ounces to 12 ounces, inclusive, one-half ounce each way. Above 12 ounces to 32 ounces, inclusive, 1 ounce each way. Above 32 ounces to 40 ounces, inclusive, 11/2 ounces each ay. Above 40 ounces, 2 ounces each way." Senator Pomerene.—What is that you are reading?

Mr. McCormick.—That is the rule of the manufacturers which the glass blowers work under, and it is recognized throughout the United States and Canada. In other words, we have to buy and accept bottles subject to that clause if they are shipped to us. We might say, "Do not those bottles run less than 16 ounces?" They would say, "How much less?" If the variation is not greater than this paragraph provides, we have to accept the delivery, because we realize they can not make them absolutely uniform as to content. The average capacity is more apt to run over the standard capacity than less, because the molds wear by use, and on the average the capacity is greater than less. These are just instances. Fault is usually not found with the manufacturer for bottles of over capacity, but on bottles slightly under capacity we are published throughout the country as trying to deceive.

Senator Pomerene.-You have given three different sizes here, which were supposed to be the same. What proportion of the bottles which you purchase from the glass manufacturers are under that size-under the size of 16

Senator O'Gorman.-Do they ever run up above 16

ounces Mr. McCormick.-Yes; I recently examined in our place

a case of bottles, and here is exactly the result: Bottles were like this [indicating]. I discussed this variation with the Department of Agriculture. They had asked me a question about this matter, and I went into it rather fully. They had asked me a duestion about this matter, and it was a first and first form bottles taken from the top layer held 1634 ounces each. There are two layers in a case. Two bottles from each. There are two layers in a case. Two bottles from the top layer held 151/8 ounces each. Eight bottles held 151/4 ounces each, and one bottle 141/8 ounces. The re-

mainder of the bottles ran regularly 16 ounces.
Senator Pomerene.—How many.
Mr. McCormick.—There are a gross in a case—or 72 bottles in each of the two layers.

Senator Pomerene.-Was that case selected at random? Mr. McCormick.—Yes, sir; at random; and I have to accept them as a valid delivery because that is as near uniform as we can get them.

And the same thing occurs in the small bottles. These

[indicating] should hold each 6 drams. They actually hold 6½, 5¾, 5¾, 6¼, and 6 drams. respectively. You see one only is of correct capacity, but the others are so near I had to take them. If they were of greater capacity, it would be all right, and they would be accepted under the contract. If every one of these short-weight bottles were not blown and packed together they would average up, but the blower gets tired, and, as I told you, he will blow heavy bottles or light bottles at certain times of the day, and therefore bottles of different capacity in the morning and evening. If these bottles of short, correct, or overcapacity were mixed in the cases, the average might be satisfactory; but the bottles are packed direct from the mold in cases, and we fill them direct from the case and pack in one dozen bottles, which may all be slightly over-capacity bottles or under. If they were all mixed up I do not think the flavoring extract people would, complain. But when three or four bottles, or even half a dozen bottles are taken as an average, a great injustice is done a manufacturer, who is jerked up on account of short weight. The Acting Chairman.-Did you ever try buying your

bottles from a factory which uses the mechanical blower?

Mr. McCormick.—You can not today get these panel bottles made by machinery. You can get the round ones, something like that [indicating], but I will show you where even these differ, though they are made by machinery.

The Acting Chairman.—In behalf of your association,

Mr. McCormick, have you a concrete suggestion?

would you suggest?

Mr. McCormick.-We are a unit in asking that we be not required to put contents on the 5 and 10-cent bottles. We are willing to put contents on these bottles [indicating 1-pint bottles], because we measure their contents out in a graduate. With the small bottle this is utterly impos-They go through by the hundreds of thousands, and the profit on them is sometimes less than 4 to 5 per cent. for the manufacturer who is selling them with his goods, and must therefore be put out in large volume to enable him to make any money whatever. I should like to see bottles of 2 ounces capacity and less exempted. anything over 2 ounces we could obey the law to the letter. It will protect us just as much as it will the consumer. But when it comes down to a small package, we are up against a proposition in which it is impracticable to follow the law as suggested.

DR. BAER PRESENTS ARGUMENTS.

Dr. S. H. Baer, second vice-president of the association, presented an argument in which he quoted from letters from large bottle manufacturers to show just what the manufacturers have to contend with, especially with small bottles. These letters were included in the record, as well as Internal Revenue Circular No. 681, which provides for variation in the contents of bottles.

Dr. Baer.-The exemption that will be absolutely necessary for the extract manufacturers to honestly conform with the nets and weights measures bill which we indorse, is the exemption of the 5 and 10 cents seller The 5 and 10 cents seller is now about a half bottle. The 10-cent seller varies from a sixounce bottle. dram to an eight-dram bottle. According to the rules and regulations laid down there it is practically impossible to arrange to give the exact weight on the bottle. Of course you can make the suggestion of putting the minimum weight on, but that would invariably intro-

duce competition.

I remember an incident which happened in our factory about a year and a half ago. the weights and measures on our packages. We were getting out a 3-ounce package. We bought the No. 13 ball neck panel, which is supposed to be three ounces. I said "Brink down 24 bottles from that case." The bottles were supposed to be three ounces, but they actually measured 23/4 to 31/8 ounces. The majority of them were from 23/4 to 27/8 ounces. They came to me regarding the labeling of the cartons on the bottle, and they said, "What shall we do? The bottles are 234-ounce bottles." The objection was raised that if we labeled it as a 3-ounce bottle our competitors would use that as an argument that we were giving the dealer and the consumer one-twelfth, or 8 per cent., less for their money. So the only thing we can do is to get the exemption on these small bottles which can be placed broadly under the "5 and 10 cent seller."

The Acting Chairman.-As I understand you, Doctor, you recommend the adoption of the amendment that was suggested, allowing an exemption on all packages

sold at 11 cents or less?

Dr. Baer.—I say less than 11 cents. Ten cents or less would cover it. We do not want the 11 cents. We just want the 10 cents included.

Senator O'Gorman.—"Ten cents or less" ought to be

the expression.

The Acting Chairman.-Have you anything further to present?

REASONABLE VARIATION CLAUSE NEEDED.

Dr. Baer .- Of course, there is this chance of the extract being sold and kept on the shelf for a year or two. As often happens, the retail grocer shoves the old bottle back and puts in the new. Then there would be a certain amount of variation, and that would be taken care of by the reasonable variation clause you have in the bill.

The Acting Chairman.—It is proposed to strike out the reasonable variation clause.

Senator Pomerene.-I realize that there ought to be certain tolerances in legislation of this character, but do you not think that ought to be left to the department to formulate some rules as to what those tolerances should be, rather than to make some general statute on that subject:

Senator O'Gorman.—That is provided for by statute.

Let me read this. It reads:

"Provided, however, That reasonable variations shall be permitted; and tolerances shall be established by rules and regulations made in accordance with the provisions of this act."

The department would establish rules to regulate nat. That would be mandatory; they must establish

rules to govern it.

Dr. Baer.-Unless you have that clause in the law itself designating that the department shall make those rules, you will find that rules and regulations will be hard to obtain. We found that on other different matters of the pure food law.

Senator Pomerene.-Do you mean that the pure food

department is slow to make these regulations? Dr. Baer .- They do not realize the difficulties in full; they are not in the practical end of the business. They do not realize the honest and sincere difficulties with which every manufacturer has to contend.

Senator Pomerene.-They do not realize you have

just that line of difficulties to contend with?

Dr. Baer .- Yes. But if they would realize our difficulties and do that, it would be all right; but it is far better for the consumer and the manufacturer to have a proper provision made in the statute, because eventually they always fall back upon the statute.

Senator Pomerene.-My thought is this, that the rule for the tolerances should be prescribed by the Government, or by some branch of the Government, and not be made by the manufacturer. Of course, I have not any doubt that he would be consulted in the matter. They would like his advice in the matter, and they

ought to have it.
Dr. Bacr.—I believe the 5 and 10 cent package would protect nearly every one of the manufacturers. If we merely protect the ounce and two-ounce package, we would not be fair. We might not be fair to the candy industry, because they might have packages which will weigh more than that, and the public would be deceived. With this provision they would be protected, and it would cover nearly every industry. We pack one and two-ounce packages. We pack an oil of rose, a flavoring ingredient, that sells at 10 cents an ounce today. There a little versicities would be a feature. There a little variation would be a factor to the consumer. A little variation on the 5 and 10-cent seller, I presume, would not be a factor to the consumer, while a variation on a small package of one or

two ounces—an oil of rose, or some other more expensive flavoring ingredient—would be a factor.

Arguments also were made in behalf of the National Wholesale Grocers' Association, the National Association of Retail Grocers and the National Confectioners' Association.

THE VANILLA BEANS HEARING.

At the hearing in Washington on January 31 before the Ways and Means Committee, Dr. S. H. Baer, second vicepresident of the Flavoring Extract Manufacturers' Association of the United States, presented a forceful argument against the imposition of a duty upon vanilla beans. The beans, he argued, are not grown in this country, a duty will not benefit any domestic industry and the restraint of the tax would only tend to encourage the making of imitations and otherwise act injuriously. Dr. Baer made his argument under oath. He also filed a brief covering the points in his statement and protesting against a duty on essential oils of cassia, lemon, lime and anise.

Dr. Baer.-I appear as the representative of the Flavoring Extract Manufacturers' Association of the United States, who protest against the proposed duty of 50 cents per pound on vanilla beans. We come simply as representatives of the trade to present our views on this subject from the standpoint of the consumer and the manu-We must look to the consumer for the use of facturer. our products, and as a result we are more solicitous of the consumer's interests that those of the nierchants who handle our goods. It is the ultimate consumer who is the factor which keeps the wheels of industry in motion, and the consumer would have ultimately to pay for the ad-ditional duty. Your attention is called to four ways in which the proposed duty will affect the people as a whole. First, it will raise the price to the American consumer and add to the present high cost of living; second, it will curtail export business; third, it will put an excessive tax on flavoring extracts; fourth, it will not promote any industry in this country.

Vanilla beans are practically used exclusively for the making of vanilla flavoring, and vanilla extract constitutes nearly 80 per cent. of the extracts used by the housewife in the flavoring of puddings, cakes desserts, ice cream, confectionery, etc., and, together with the other flavors, is a household necessity. The addition of a duty of 50 is a household necessity. The addition of a duty of 50 cents per pound on vanilla beans would entail such an increase in the cost of pure vanilla extract as would necessitate the raising of the price to the consumer either by charging more money for the goods or by reducing the size of the bottle. The result of this would be practically to force the mass of consumers to the use of imitation flavors, and that we do not believe it is your desire to do.

Mr. Harrison,-I understood your reasoning to be that there was no use in putting a duty on vanilla beans because it would not stimulate the growing of vanilla beans in this country.

Dr. Baer.-Yes, sir.

Mr. Harrison.-Of course, we agree with that. could not grow the beans, because the climate is not suited to it. The purpose of putting a tax of 50 cents a pound on vanilla beans or about 29½ per cent. ad valorem on last year's prices would mean a raise of \$575,000 worth of revenue. The committee considered that vanilla beans go largely into the making of sweets and semi-luxuries and would be a very good source from which to raise some Gentlemen who appear here very often consider revenue. the tariff from a protective point of view.

Dr. Baer.-I will omit the reference to the protective point of view and take the point of view of the export business and show you from that point of view how the addition of these duties would practically shut off the mass of manufacturers from any participation whatever in the export trade and how the consumer would have to pay on a 10-cent bottle of extract pretty close to a 4-cent tax on the lemon extract and on the vanilla extract 2 cents tax.

Mr. Harrison.-What would be the possibility of replacing the extract of vanilla beans on this market if this tax were imposed?

Dr. Baer.—If you gentlemen should place a duty of that kind on vanilla extract, the result would be to force the 10-cent seller of pure extract to a 15-cent seller.

Mr. Harrison.—Do you take the position that vanillin is unhealthy or injurious in any way

Dr. Baer .- I am a doctor of philosophy and not a doctor of medicine, so I could not qualify for that question, Mr. Harrison.-Are you a manufacturer of vanilla

Dr. Baer.—Yes, sir.

Mr. Harrison.-As a manufacturer, do you consider that

your rival product is an injurious one:

Dr. Baer .- No; but the tendency of the time is for the people to use pure foods as far as possible and not goods that are imitation, and that was the object of the pure food law in compelling manufacturers to put up a pure extract of lemon as distinguished from an imitation extract.

Mr. Harrison.-It is not at all impossible that in spite of all the efforts of manufacturers of vanilla extract that the imitation will gradually drive them out of the market?

Dr. Baer.—Before the pure food law went into effect the proportion of 10-cent extract sold was about 12 gross of imitation to 1 gross of pure. We make a specialty of putting up private brands of extracts for wholesale grocers, and they buy only the pure extract. They say that the demand is for pure goods, showing that the education of the people to use pure goods has induced them to insist upon getting pure goods in preference to the other. do not like the word "imitation" on the bottle.

Mr. Harrison.-You do not have any objection to our

proposed reduction on vanillin to 42 per cent?

Dr. Baer.—No, sir. I think that is a good thing, because that will enable the American manufacturer to make his product equal in quality to that made by the foreign manufacturer and give the foreign manufacturers a chance to force us to do that.

Mr. Longworth.-What is vanillin made of?

Dr. Baer.-It is made from-it was originally a principal constituent of oil of cloves, and it is an extract from the vanilla pods, and it can be obtained chemically from the oxidation of eugenol, and also as a product of the decomposition of coniferin.

Mr. Longworth.-And we reduced the duty on vanillin in the main law from 50 to 20 cents; has that stimulated

the imports

Mr. Harrison.—Up to the extent of \$34 in one year.
Dr. Baer.—It is practically prohibitive.
What I have said about vanillin will apply to the essential oils. I would like to go into the export trade.

DRAWBACK ON VANILLA BEANS AND ESSENTIAL OILS.

Mr. Harrison.-Would you get the benefit of a drawback on vanilla beans or essential oils?

Dr. Baer.—That will apply only to alcohol.

Mr. Harrison.—I beg your pardon. It would apply to the materials for manufacture which you import from abroad made into American products; you could get a drawback of 99 per cent. on the duty you pay

Dr. Baer.—In that case, then, your proposed duty would of affect the export business. I will pass that. I was not affect the export business.

The Chairman (interposing).—The law as it stands today, and as it will probably stand tomorrow, allows the American manufacturer, wherever he brings in an article and manufactures it and re-exports it, to get a drawback of 99 per cent, and the Government takes 1 per cent for its trouble and expense in administering the law. That would

not affect the import trade at all.

Dr. Baer.-Regarding the excessive tax in the manufacture of vanilla extract, at least one-half a gallon of high proof spirit is used, and you, of course, realize that the internal revenue tax on 1 gallon of proof spirit is \$1.10 of the \$1.35 we pay for the proof gallon of spirit, or a tax of \$2.09 of the \$2.60 we pay for the high proof. On the cost of a gallon of vanilla extract, then, the revenue tax on the spirit alone is 25 per cent. of the cost of the product. This tax, of course, the consumer eventually

Take the case of lemon extract. To comply with the standards enunciated by the Department of Agriculture, a gallon of standard extract of lemon contains 111.8 fluid ounces of 190 proof alcohol—83 per cent. absolute alcohol -which costs \$2.28 with 190 proof alcohol at \$2.60 per

This extract contains-a gallon of this extract contains 6.4 per cent. fluid ounces of oil of lemon, 5 per cent. by volume, which costs \$1.07 at \$3 per pound for oil of lemon,

which is the present price.

This makes a total cost of raw material in a gallon of standard extract of \$3.35. Of this cost \$1.83 represents the internal revenue tax on the alcohol used.

In other words, 54 per cent. of the present cost of the gallon of lemon extract is tax. Now, if you add to this a duty of 20 per cent. ad valorem on the oil of lemon used, 61 per cent. of the cost will be tax, and this tax the consumer would have to pay.

Mr. Harrison.-Using the alcohol as a solvent, could not denatured alcohol be used?

Dr. Baer.-We can not.

Mr. Harrison.—Because it is used in some instances 23 a food product afterwards?

Dr. Baer.-Yes, sir; then, of course, it would be a ver simple thing; anything that is used as a denaturant would very likely harm the flavoring ingredients-the lemon.

In the second place, there is the possibility of the redistilling of the alcohol in a small way by the possible consumers where they bought it in larger quantities, and use the alcohol as a beverage. If that could be prevented we could save on the tax by having a paid inspector in our factories; we would be willing to pay the inspector's salary ourselves.

Mr. Harrison.-Of course, the lemon oil is now on the free list.

Dr. Baer .- Yes; the lemon oil is on the free list.

Mr. Harrison.-We propose to put a tax of 20 per cent. ad valorem on it.

Dr. Baer.—The price of lemon oil today is \$3.25.

Mr. Harrison.-So that, as a matter of fact, you are in no worse a position so far as the internal revenue tax is concerned than you were before.

Dr. Baer.-No, sir; 54 per cent. on a gallon of extract. Mr. Harrison.-So far as your exporting trade is concerned our chemical schedule contained a drawback clause to reimburse you for the internal revenue tax.

Dr. Baer.—In this country on a gallon of lemon extract that costs \$3.35 there is an internal revenue tax of \$1.83. That makes 64 per cent, of the cost of the lemon extract. If you put on a 20 per cent. ad valorem duty at the present price of lemon oil you will bring the cost up to 61 per cent., which is higher than-

Mr. Harrison.-So far as I am concerned I think the internal revenue tax on alcohol where it is used in manufacturing, where you can use denatured alcohol is disproportionate, but you can not touch that without cutting down the internal revenue from alcoholic drinks.

Dr. Baer.-By putting on an increased tax, you make the manufacturer bear the burden of that tax. 10-cent bottle, which is the size purchased by the average person. We sell a hundred gross to one gross of 25 cent. On a bottle of vanilla extract that would make a difference of 2 cents, and on a bottle of lemon extract probably 5 cents on a 10-cent bottle. Is it right that a little article like vanilla extract of which the average housekeeper will use from four to six bottles a month should carry that

Mr. Harrison.—So far as I am concerned, the proposed tax upon lemon was primarily imposed because lemon oil is also used in the manufacture of perfumes,

Dr. Baer.-Very little. The amount that goes into perfumes is very small and will not amount to 1 per cent. If you will investigate the matter which we have submitted to you we believe you will see the wisdom of eliminating these duties as applied to vanilla beans and the essential oils of cassia, lemon, lime, and anise.

The Chairman.—The committee will consider your suggestions very carefully when they come to frame the new bill.

HON. O. W. UNDERWOOD,

Chairman Committee on Ways and Means. Sin: Supplementing the remarks of Dr. S. H. Baer on the subject of vanillin, and in order that the nature of this article may be thoroughly understood, I beg to advise that vanillin is the flavoring principle of the vanilla bean, or that which gives the desired flavor to the so-called vanilla extract.

The synthetic vanillin on the market is made from cloves and is identical in every respect with the vanillin in the

vanilla bean.

Therefore, synthetic vanillin being a chemically pure product, when used in the manufacture of flavors makes a purer product than that made from the vanilla beans, by reason of the conditions under which the beans are gathered and cured in the tropical countries where they are grown. The term "pure extract of vanilla," as applied to extracts made from beans only, is the result of regulations issued by the Bureau of Chemistry, which prohibit that term being applied to flavors made from synthetic vanillin, although the latter is by far the purer product. Respectfully,

JNO. F. QUEENY, President Monsanto Chemical Works, St. Louis.

Brief Filed by Dr. Baer.

Dr. Baer filed a brief with the Committee on Ways and Means in which he covered the points made in his oral argument. Following are extracts from the brief:

We thank your committee for the courtesy extended to us in the hearing on the proposed duty on vanilla beans and essential oils of cassia, lemon, lime, and anise

Your attention is called to four ways in which the proposed duties will affect the people as a whole:

First (and most important). It will raise the price to the American consumer, and add to the present high cost of living.

Second. It will curtail export business.

Third. It will put an excessive tax on flavoring extracts. Fourth. It will not promote any industry in this country. Raise prices.-Vanilla beans are practically used exclusively for the making of vanilla flavoring, and vanilla extract constitutes nearly 80 per cent, of the extracts used by the housewife in the flavoring of puddings, cakes, desserts, ice cream, confectionery, etc., and, together with the other flavors, is a household necessity.

The addition of a duty of 50 cents per pound on vanilla beans would entail such an increase in the cost of pure vanilla extract as would necessitate the raising of the price to the consumer, either by charging more money for the goods or by reducing the size of the bottle.

The result of this would be to practically force the mass of consumers to the use of imitation flavors, and this we do not believe it is your desire to do.

Essential oils.—What we have just said in regard to the

proposed duty on vanilla beans applies with equal force to the proposed duty of 20 per cent. ad valorem on oils of

cassia, lemon, lime, and anise.

Export trade:—We call your attention to the effect upon export trade of the placing of the proposed duties. From Government reports we note that our exports are increasing, but when analyzed they show that it is export of raw material that is increasing and not that of finished products,

whereas our imports show the reverse condition.

The exportation of soda fountains and appliances, ice cream machines, etc., is growing very rapidly, but the American shipments of flavoring extracts, soda-water flavors; etc., by reason of the taxes assessed against them, are not only not keeping pace, but are practically nil.

The rapidly growing use of flavoring extracts, soda-fountain supplies, confectionery, ice cream, etc., abroad opens a most inviting field to American enterprise and skill in furnishing flavors which enter into these things, and no handicap should be put upon the American manufacturer which would prevent him from securing his fair share of foreign trade, thus providing work for his countrymen, and a larger market for the products of the

American farmer.

If the Government will give the flavoring-extract manufacturer the proper opportunity, and not so tax his products or the raw material which enters into their manufacture that he can not meet his foreign competitor on an even basis in the foreign markets, he will, within the next few years, dominate the export trade on this class of goods.

Excessive tax.-In the manufacture of vanilla extract at least one-half gallon of high-proof spirits is used, and you, of course, realize that the internal revenue tax on 1 gallon of proof spirits is \$1.10 of the \$1.35 we pay for a proof gallon of spirits, or a tax of \$2.09 of the \$2.60 we pay for the high proof. On the cost of a gallon of vanilla extract then the revenue tax on the spirits alone is 25 per cent. of the cost of the product. This tax, of course, the consumer eventually pays.

We do not believe this further taxing of the consumer, thus adding to the present burden he bears, will commend

itself to your good judgment.

There is no other industry in the United States, except tobacco and whisky, which pays the Government so large

a proportionate tax as flavoring extracts.

Promote no industry.—The placing of these duties on these items will encourage no American industry, because no vanilla beans (except in an experimental way by the Department of Agriculture) have been or are being grown in this country in a commercial way. Labor as well as climatic conditions are an almost insuperable barrier.

None of the oils referred to (with the exception of oil of lemon and oil of orange) has ever been produced in this country, and can not be under existing climatic and labor conditions. Lemon and orange oils have been produced in an experimental way in California, but at such high cost that it would require a duty of \$2 or more per pound to in any way foster the industry in this country.

Then the demand for the American fruits themselves is so great as to take up the entire output in this country.

We are advised that the quality of lemon oil produced in California is not up to the standard, and does not meet the requirements of the Department of Agriculture in its citral content.

The American-grown fruits are not suited for the manufacture of these essential oils, and hence no American industries can be benefited by the imposition of the proposed

We believe if you will investigate carefully the data herewith submitted, you will see the wisdom of eliminating these duties as applied to vanilla beans and essential oils of cassia, lemon, lime, and anise.

Very sincerely, SAMUEL H. BAER, 2d Vice President Flavoring Extract Manufacturers' Association of United States.

NATIONAL ASSOCIATION OF MANUFACTU-RERS OF SODA WATER FLAVORS.

Mr. C. H. House, president, and the other officers of the National Association of Manufacturers of Soda Water Flavors, including Mr. Edward Post, the secretary, have been active during the month in advising the members re-garding food and drug legislative activities in Congress and in the various States. Abstracts prepared by Mr. T. E. Lannen, the association's attorney, have given valuable information.

A special circular was sent early this month to the manufacturers and sellers of carbonated and non-alcoholic beverages in Pennsylvania, regarding Mr. Gerberich's bill, which greatly restricts the use of ingredients not heretofore under the ban of Pennsylvania law.

Raspberry Syrup.

COMMERCIAL RASPBERRY SYRUP, AND RASPBERRY SYRUP ACCORDING TO THE GERMAN PHARMACOPOETA.—Konserven Zeitung, 37, 290-1.—Cherry juice is ordinarily added to complete raspberry juice to improve the color. This addition is not permissible in raspberry syrup, according to the German Pharmacopoeia.

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

FEDERAL.

Notices of Judgments Given Under Pure Food and Drugs by the Secretary of Agriculture.

1788. Caruthers-Terry Preserving Co., Akron, Ohio; misbranding of Lekvar (compound of prunes and glu-

cose); pleaded guilty; fined \$25 and costs.

1789. Union Starch & Refining Co., Edinburgh, Ind.; misbranding of syrup; condemned and forfeited; but on payment of costs and bond, product was released.

1790. Corn Products Refining Co., Granite City, misbranding of maple syrup; pleaded guilty; fined \$10 and

1791. Adulteration of oysters; condemned and for-

1792 J. Graffini & Co., New York, N. Y.; adulteration and misbranding of vermouth; found guilty on first information; fined \$200; nolle prosequi has been entered as to the secod information.

1793. Taylor Can Co., Inc., Baltimore, Md.; adulteration of tomato pulp; condemned and forfeited.

1794. George Ellis, Blakistone Island, Md.; adulteration of oysters; condemned and forfeited.

1795. Davenport Vinegar & Pickling Works, Davenport, Iowa; misbranding of vinegar; pleaded guilty; fined \$25 and costs.

1796. Swan-Myers Co., Indianapolis, Ind.; adulteration and misbranding of nitroglycerin tablets; guilty; fined \$200 and costs.

1797. Hudson Mfg. Co., Chicago, Ill.; adulteration and misbranding of so-called vanilla and tonka flavor; condemned and forfeited; but on payment of costs and bond, product was released.

1798. John B. Bright & Son, Ltd., Indianapolis, Ind.; misbranding of coffee; pleaded guilty; fined \$50 and costs. 1799. Lafayette Pharmacal Co., Lafayette, Ind.; adulteration and misbranding of nitroglycerin triturates; pleaded guilty; fined \$50 and costs.

1800-Farrington & Whitney, New York, N. Y.; adulteration of nutmegs; pleaded guilty; fined \$200.

1801. Righter Mfg. Co., New York, N. Y.; adulteration and misbranding of so-called vanilla extract; condemned and forfeited.

1802. F. H. Kimball Water Co., St. Louis, Mo.; adulteration of bottled water; condemned and forfeited; but the empty bottles released to claimant company on payment of costs.

1803. D. Auerbach & Sons, New York, N. Y.; alleged adulteration and misbranding of milk chocolate; not

1804. Farrington & Whitney, New York, N. Y.; mis-branding of pepper; pleaded guilty; fined \$200.

Vincent Ferrero, adulteration of tomato sauce; pleaded guilty; fined \$10.

1806. Piccardo Macaroni Co., Pittsburgh, Pa.; adulteration and misbranding of macaroni; condemned and forfeited; product was released on payment of costs amounting to \$18.40, and a bond of \$500.

1807. Hudson Mfg. Co., Chicago, Ill.; adulteration and

misbranding of so-called prime vanilla extract; condemned

and forfeited.

1808. James T. Ayers, Danville, Va.; alleged adulteration of dried peaches and of dried blackberries; jury unable to agree on a verdict.

1809. Edgar-Morgan Co., Memphis, Tenn.; adulteration and misbranding of cattle feed (white clipped oats); pleaded guilty; fined \$25 and costs amounting to \$16.25.

1810.—McCoy-Howe Co., Indianapolis, Ind.; adulteration of Acathon and Managolis, and Contraction of Acathon and Contractions of Co

tion and misbranding of Acetphenetidin tablets; triturates aloin, iron, and strychnine; tablets ferruginous blaud's and nux vomica; tablets fluatulence; nitroglycerin tablets; tablets extract nux vomica; salol tablets; tablets strychnine nitrate; tablets aloin, belladonna, and nux vomica; pleaded guilty; fined \$200 and costs.

1811. Maryland Macaroni Co., Baltimore, Md.; misbranding of macaroni; condemned and forfeited; product was released upon execution of bond of \$100.

1812. Wisconsin Butter & Cheese Co., Waukesha, Wis.; misbranding of cheese; pleaded guilty; fined \$10.

1813. Newton Grain & Hay Co., Newton, Ill.; adulteration and misbranding of timothy hay; condemned and forfeited.

1814. Westmoreland Specialty Co., Grapeville, misbranding of mustard; condemned and forfeited; but product was released on payment of costs and bond of

1815. J. Alexander & Co., New York, N. Y.; misbranding of so-called maraschino cherries; condemned and forfeited; but on payment of costs, and bond of \$200 product was released.

1816. Huber & Fuhrman Drug Mills, Fond du Lac, Wis.; adulteration of stramonium leaves; pleaded guilty; \$50.

1817. Pfaffman Egg Noodle Co., Cleveland, Ohio; mis-

branding of noodles; pleaded guilty; fined \$25 and costs. 1818. Gorman & Co., Inc., Seattle, Wash.; misbranding of canned salmon; condemned and forfeited; but on pay ment of costs amounting to \$65 and bond of \$1,000 product was released.

1819. Pompeian Co., Washington, D. C.; misbranding of olive oil; condemned and forfeited; but on payment of costs amounting to \$55 and bond of \$2,000 product was

1820. R. V. Crine Seed Co., Morganville, N. J.; adulteration and misbranding of tomato catsup; condemned and forfeited; but on payment of costs amounting to \$110.44, product was released.

1821. DeSiano Italiano Wine Oil Co., New York, N. Y.; misbranding of so-called olive oil; condemned and forfeited.

1822. Spielmann Bros. Co., St. Paul, Minn.; adulteration and misbranding of vinegar; condemned and forfeited; but on payment of costs amounting to \$170.81, and

bond of \$1,200 produce was released. 1823. Thomson & Taylor Spice Co., Chicago, Ill.; misbranding of coffee; guilty; minimum penalty of \$1 imposed.

McCusker-Hartz Co., Danville, Ill.; misbranding of vinegar; condemned and forfeited.

1825. Rosenburg Bros. & Co., San Jose, Cal.; adul-

teration of prunes; condemned and forfeited. 1826. Huss-Edler Preserve Co., Chicago, Ill.; adul-

teration of tomato catsup; condemned and forfeited. 1827. Pierce City Packing Co., Pierce City, Mo.; teration of tomato catsup; pleaded guilty; fined \$50 and

costs 1828. E. B. Muller & Co., New York, N. Y.; adulteration and misbranding of so-called chicory; condemned and forfeited; but on payment of costs, and bond of \$312 product was released.

1829.—Spielmann Bros. Co., Chicago, Ill.; adulteration and misbranding of vinegar; condemned and forfeited; but on payment of costs amounting to \$75.41, and bond of \$500 product was released.

1830. American Pure Coffee & Spice Co., Dayton, Ohio; adulteration and misbranding of so-called vanilla flavor and of so-called lemon flavor; pleaded guilty; fined \$25 to each of the counts, amounting to \$66.20.

1831. Spielmann Bros. Co., Chicago, Ill.; adulteration and misbranding of vinegar; condemned and forfeited; but on payment of costs amounting to \$63 and bond of \$400 product was released.

1832. Spielmann Bros. Co., Chicago, Ill.; misbranding of vinegar; condemned and forfeited; but on payment of costs amounting to \$25.15, and bond of \$200 product was

1833.—Austin, Nichols & Co., New York, N. Y.; misbranding of coffee; condemned and forfeited; but on payment of costs and bond of \$300 product was released. 1834 .- A. H. Barber & Co., Chicago, Ill.; adulteration of

dessicated eggs; found guilty; fined \$50. 1835.—T. B. Metzel Co., Phila., Pa.; misbranding of

molasses; condemned and forfeited; but on payment of costs and bond of \$100 product was released.

1836.—Crosby & Meyers, Cincinnati, Ohio; misbranding of cheese; condemned and forfeited; but on payment of costs and bond of \$1,000 product was released.

1837.—Crosby & Meyers, Cincinnati, Ohio; misbranding of cheese; condemned and forfeited; but on payment of costs and bond of \$1,000 product was released.

1838.-R. V. Crine Seed Co., Morganville, N. J.; adulteration and misbranding of tomato catsup; condemned and forfeited; costs of proceedings, amounting to \$79.10, should be paid by various owners and holders of the product.

1839.—Ambrosia Chocolate Co., Milwaukee, Wis.; mis-

branding of cocoa; pleaded guilty; fined \$50.

1840.—Northwest Mills Co., Winona, Minn.; misbranding of Sugarota dairy feed and Sugarota swine feed; pleaded guilty; fined \$30.

1841.—Temperance Beverage Co., Neola, Iowa; misbranding of so-called cream of hops; condemned and forfeited.

1842.-E. Krauser & Bro., Milton, Pa.; misbranding of o-called liquid extract of smoke; pleaded guilty; fined \$10 and costs.

1843.—Goshen Pharmacal Co., Goshen, Ind.; adulteration and misbranding of caffein citrate tablets; calomel tablets; calomel and soda tablets; damiana compound tablets; nitroglycerine tablets; adulteration of fluid extract Golden Seal; adulteration and misbranding of wine coca, sodium salicylate tablets; strychnine nitrate tablets; pleaded guilty; fined \$100 and costs.

1844.—Eagle Packet Co., St. Louis, Mo.; adulteration and misbranding of vinegar; condemned and forfeited; but on payment of all costs, and bond of \$500, product was released.

1845.—Star Well Co., Mineral Wells, Tex.; misbranding

of mineral well Co., Mineral Wells, Tex.; misbranding of mineral water; pleaded guilty; fined \$25. 1846.—Loff Jacobs, Pomeroy, Ohio; adulteration and misbranding of so-called graham flour; entered a plea of nolo contendere; fined \$25 and costs, amounting to \$19.45. 1847.—J. B. Edgar Grain Co., Memphis, Tenn.; misbranding of Ceralfa feed; pleaded guilty; fined \$25 and costs, amounting to \$16.25.

1848.—Columbus Pharmacal Co., Columbus, Ohio; adulteration and misbranding of acetanilid tablets; entered a plea of nolo contendere; fined \$5 and costs, amounting to \$18.85.

1849.—Price & Lucas Cider & Vinegar Co., Allegheny, Pa.; adulteration and misbranding of so-called cider vinegar; entered a plea of nolo contendere; fined \$100 and costs

1850.—Tunkhannock Distilling Co., Tunkhannock, Pa.; adulteration and misbranding of so-called witch-hazel; condemned and forfeited; but on payment of all costs, amounting to \$37.61, and bonds of \$200 product was released.

1851.-Jacob F. Shapiro, Chicago, Ill.; adulteration and misbranding of cherry cordial; pleaded guilty; fined \$50

1852.-Otto Kuehne Preserving Co., Topeka, Kan.; adulteration and misbranding of vinegar; pleaded guilty; fined \$25 and costs.

1853.—Brownell & Field Co., Providence, R. I.; misbranding of coffee; entered a plea of nolo contendere; fined \$20

1854.—Lewis B. Hargett, Frederick, Md.; adulteration of cream; pleaded guilty; fined \$10.

1855.--John W. Smith, Lincoln, Va.; adulteration of cream; pleaded guilty; fined \$10.

-Samuel P. Knill, Barnesville, Md.; adulteration of 1856.cream; pleaded guilty; fined \$10.

1857.—James L. Maddox, Ashburn, Va.; adulteration of cream; pleaded guilty; fined \$10.

1858.-John Ball and Garrett Ball, Frederick, Md.; adul-

teration of cream; pleaded guilty; fined \$10.

1859.—William T. Hall, Round Hill, Va.; adulteration of cream; pleaded guilty; fined \$15.

1860.—Laban B. Armstrong, Washington, D. C.; adulteration of cream; pleaded guilty; fined \$10.

(Continued on page 306.)

HEARINGS BEFORE THE WAYS AND MEANS COMMITTEE. ON SOAPS, ETC., JANUARY 20 and 31, 1913

SOAP MANUFACTURERS PRESENT ARGU-MENTS AT TWO HEARINGS.

Subsequent to the appearance of representatives of the National Conference of Soap Manufacturers before the Ways and Means Committee at Washington, as was fully reported in our January issue, there were additional appearances on January 20 and 31

At the former hearing Judge W. H. Wadhams, of B. T. Babbitt, Inc., made an oral argument in favor of taking off the duty of half a cent a pound on tallow and placing it upon the free list. After being sworn, Judge Wadhams

Tallow is a basic element in the manufacture of laundry The duty was originally placed upon tallow as a protective measure, the argument being that it was so placed for the protection of the interests of our farmers. At that time the business of slaughtering cattle and rendering tallow was conducted on a small scale by numerous local butchers and tallow renderers in every section of Since then, however, a complete change has taken place. Tallow has undergone a centralization which has been common in our industries, and at present the production of tallow is very largely in the hands of those concerns which are commonly known as the packers-the large packers who have bought up local rendering plants, and who, in very many of our communities, are the principal if not the only renderers of tallow in the United States. There is still, however, in the country districts a business of the accumulation of tallow in job lots, which may be bought through brokers; for instance, in the city of New York there has been for some time what is known as special, and also another grade known as New York City prime, tallow which has been sold by the packers.

The soap manufacturers have also bought what has been known as job lots of raw tallow, put up in a different kind of package, which they have bought through a purchaser.

Mr. Kitchin.—What proportion of soap is tallow? Mr. Wadhams.—Tallow is the principal basic material in soap. It varies according to the formula, soap being a combination between a fatty acid and an alkali, and the tallow is the basic fatty acid usually used.

Mr. Kitchin.—Out of a dollar's cost for common

laundry soap, what part of that does the tallow represent?

Mr. Wadhams.—I am having that prepared, and at the hearing on the 31st, at which I have asked a number of men engaged in this business to give you figures of the percentages, I will have a table prepared and forwarded to you at that time, if you will allow me to pass that today, because I am not prepared at this time. I will try to find out what percentage the different manufacturers use, and I am unable to give you those figures for our own company at this time, because we have not yet obtained the per cent.

from the works' manager. However, it is a large per cent., being one of the principal basic materials. Mr. Longworth.-How does that compare with some of

these essential oils?

Mr. Wadhams.-The essential oil is merely a drop in the bucket. In speaking of the essential oils, you will have the distinction, no doubt, in your mind between nut oils and essential oils. The essential oil, like citronella, is cheap perfume, used to overcome the offensive soapy smell of tallow, or the basic material of common laundry soap, so that the essential oil is but a small fraction of the material entering into the manufacture of common laundry

Mr. Longworth.—How about the other oils, the nut oils?
Mr. Wadhams.—The nut oils are used in a large proportion according to the formula of the peculiar soap; for instance, some oils, such as cottonseed oil, and some oils such as the imported palm oil and palm kernel oil, are used as substitutes for tallow, as it makes a better substitute in certain kinds of soan. Cocoanut oil is the oil used as a substitute for tallow in making the white floating soaps.

Mr. Longworth.-Are not nut oils used as substitutes for tallow

Mr. Wadhams.-Both in combinations and as substitutes for tallow

Mr. Wadhams .- We find here that in the Underwood bill the committee did not apparently consider the question of tallow, or, if they did, they passed it by and left a duty upon it of one-half cent. Does it not seem that tallow is conspicuously a product which the pledges which have been made to the people in the last election requires should be placed upon the free list?

Judge Wadhams then went into the history of tariff legislation regarding tallow and presented statistics in support of his contention. He continued:

Common laundry soap, we maintain, is a necessity of life under the standards of living which we set for ourselves in this country. It is the poor man's soap. It is the only soap Tallow is a basic raw material, and in considering he has. upon what the duty should be placed it is respectfully submitted that this tallow, the product of the strong and vigorous industry, namely, the packers, is not an article which should be selected, but that, inasmuch as it enters so largely in its principal use as a raw, basic material in the manufacture of a necessity of life, it is a fair proposition to put it upon the free list, where it was placed in 1894, and when I appear before the committee on the 31st of this month, with your permission, I propose to have a schedule of all the ingredients entering into the manufacture of laundry soap, with the present duties, the duties proposed laundry soap, with the present duties, the duties proposed under H. R. 20182, together with our recommendations, so that all the materials used in the industry may be before the committee at the same time.

have been obliged to appear in different hearings, because our raw materials appear in different schedules.

The Conference Committee submitted a brief covering the chief points advanced by Judge Wadhams, asserting tallow was not a revenue producer and that, in fact, in the United States its production had become a monopoly, through the concentration of the slaughter of cattle in the hands of a few packers. It was urged that tallow should be admitted free as the basis of laundry soap, which is classed as a necessary of life. The brief carried the following signatures:

H. W. BROWN OF THE PROCTER & GAMBLE Co., Chairman. W. H. WADHAMS OF B. T. BABBITT, Secretary. L. H. WALTKE OF WM. WALTKE & Co.

J. R. Collingwood of Fels & Co. F. H. Brennan of The N. K. Fairbank Co.

Committee of National Conference of Laundry Soap Manufacturers.

SOAP HEARING ON JANUARY 31.

Before the committee on January 31 Judge Wadhams. and other representatives of the soap manufacturers again appeared and protested against the placing of duty upon raw materials, not produced in this country, that are used in the manufacture of soap. Mr. H. W. Brown, chairman of the Conference Committee, yielded his time to Mr. Wadhams. Judge Wadhams said:

Under H. R. 20182 it was proposed to reduce the duty from 20 to 15 per cent. ad valorem upon laundry soap. however, take the position that such a reduction should not be made upon the manufactured article unless the raw materials which appear upon the free list and concerning

which you are making an inquiry today, and which are used in the laundry soap industry, in manufacturing remain upon the free list; that as far as our trade is concerned it certainly would not be a revision downward if these items which have been upon the free list in all tariff acts both Democratic and Republican were now taken off the free

list and a duty imposed upon them.

Mr. Harrison.—Will you state what those articles are?
Mr. Wadhams.—I have prepared at your request, Mr.
Harrison, and at the request of Mr. Kitchin, a table showing all the articles used by laundry soap men, with those upon the free list plainly marked. This table shows the materials used, gives the percentage each material bears to the total weight of raw materials used, the present duty, the duty proposed under the Underwood bill (H. R. 20182), which passed the House, and recommendations of the

laundry soap industry concerning these several items.

The Chairman.—Recommended that they all be put on

the free list?

Mr. Wadhams.-That they all remain on the free list; all, with the exception of tallow, which we recommend to be placed upon the free list, and with the exception of talma rosa and geranium, which have been reduced under the Underwood bill to 20 per cent. ad valorem.

Now, you will notice in the lower division of this table that we have those materials not mentioned in the printed brief and concerning which no recommendation has been made in this printed brief. By examining those articles you will find that they contain articles very important to the soap industry, such as cottonseed oil, linseed oil, vegetable tallow, and greases, fats, and oils such as are commonly used in soap making, which were on the free list and which, under the Underwood bill, it was intended, I believe, to leave on the free list, although in regard to greases there must be some doubt.

The bill does not apparently mention the items of the Underwood bill, the items appearing under paragraph 580 of the Payne-Aldrich bill, under paragraph 491 of the Underwood bill, 15 per cent. ad valorem. It would seem to be indicated that it was intended to put a duty upon them. We think, however, that this is due to an error because we do not believe it was the intention to make such a change.

Mr. Harrison.—Paragraph 49 of the bill mentions the laundry grease upon which tax is made, rendered oils, and greases, and all combinations of the same not otherwise provided for, 15 per cent. ad valorem. It seems to me it

specifically answers your question.

Mr. Wadhams.—That it was intended to put a duty upon

them of 15 per cent?

Mr. Harrison.-Certainly. I will state that the present law has a duty of 25 per cent., so that this is a reduction from 25 to 15 per cent.

An extended discussion followed regarding two tables which were submitted showing in detail the views of the manutacturers on the tariff on ingredients of soaps.

Mr. Harrison.-Of course, as a representative of the soap manufacturers your opinion is entitled to a great deal of weight, but I just wish to put upon the record the general effect taken from your own brief of the rates pro-posed by the Underwood bill upon soaps. In the first place, you mention tallow. Of course that was not included in the chemical schedule; that belongs in the agricultural schedule, upon which no reduction has yet been reported. When it comes to the tax upon oil, we did place a tax which amounted to an ad valorem equivalent to 3 or 4 or 5 per cent. upon cocoanut oil, palm oil, and palm-kernel oil, etc., that you have spoken of here, and those being products not produced in the United States. It is evident that that was not a protective tax and laid merely for revenue purposes, and according to our estimates would prove to be a very large revenue producer.
As to gum rosin, I am frank to say that a decision of the

Court of Customs Appeals, which occurred after the bill passed the House, would reverse my judgment as to the way in which that word appeared in the tariff bill. So far as I am concerned individually I think that gum rosin ought to be upon the free list. The tax laid upon carbonate of potash—it was expected that duty of half a cent a pound, which amounted to about 14 per cent., would produce about \$42,000 worth of revenue; and the tax laid upon caustic

or hydrate of potash does not refer to the potash refined in the way in which the soap manufacturers use it, and under the similar phraseology, the duty of six-tenths of a cent on caustic potash in sticks was expected to produce about \$37,500 worth of revenue.

The other materials used in the manufacture of soap upon which taxes were laid were the essential oils, which you have spoken of. The kind of soaps of which essential oils are an ingredient are perfumed and toilet soaps, and of the limited use to be made of the soap, were a fair subject to tax. Coming to the materials which you have enumerated here in your brief as reductions in the Underwood bill, I will read the one paragraph in which I referred to this in the House:

"The bill mentioned a reduction upon articles which enter into the manufacture of soap. The second most important material is caustic potash, which we have cut from one-half to one-quarter of a cent, the soda ash from threequarters to one-eighth, the borax from two cents to oneeighth of a cent, castor oil from 25 cents to 20 cents. sodium silicate from three-eighths to one-eighth of a cent, talcum from 35 to 15 per cent., and linseed oil from 15 to

13 cents.

An endeavor was made to reduce the cost of manufacturing soap, and the only issue that you have, as I take it, with the committee is that we impose a tax upon cocoanut and the essential oils, but they are just low revenue duties and were put on only for that purpose,

Mr. Wadhams.-Do I understand that the potash mentioned here, corresponding to the hydrate or caustic potash as defined in your bill, would not apply to those grades

used in common laundry soap?

Mr. Harrison.—No; I did not mean to convey that impression, but the rate proposed upon caustic or hydrate potash, refined, 1 cent a pound, is the same rate as contained in the present law. You use the refined caustic potash and not the hydrate potash, is that correct?

Mr. Wadhams.—That is correct. Of course, some of those items that you have read are not used in laundry

Mr. Harrison.-Neither are the essential oils that you have mentioned.

Mr. Wadhams.—The essential oils are used in common laundry soap, not to make a perfumed soap, but to over-come the smell of the tallow. Mr. Harrison.-What per cent. would be used? One or

two per cent.?

Mr. Wadhams.—It is a very small per cent. In order to answer Mr. Kitchin's previous question more

definitely and in connection with this table we have prepared for the use of this committee two common formulæ of laundry soap. You will observe that the first column gives the approximate percentage of total weight of raw materials. They vary, of course, largely, and you will observe that the list of raw materials as given in this column contains all raw materials ordinarily used by soap manufacturers. All of these materials, however, are not used in any one formula. The percentage given indicates the quantity of such material used when that material is included in the formula. The percentages can not be given with exactness for the reason that the quantities differ under different formulæ. Therefore, in order that the relative importance of these various items might appear in answer to Mr. Kitchin's inquiry, we have here prepared a formula of common yellow laundry soap, and one of the common laundry soap of the white variety, and they give here the percentages in dollars, that is to say, we have given the total cost of 100 pounds and the percentage of that which each item bears in the formulæ.

Mr. James.—What effect will the rates proposed in this

bill have upon the price of soap to the consumer?

Mr. Wadhams.—We have calculated that and it is a fraction of a cent per pound. Not having fractional cents in this country, and the price in the grocery trade for many, many years of those soaps being two for 5 cents, or 5 cents a cake, according to the size, you cannot make a change of a fractional cent to the consumer. It is not likely, although it may possibly become necessary to increase that if duties are imposed. But it is not likely the price will be advanced. The effect will probably be a reduction in the Cost of mat

Formulae Presented to Committee.

White Laundry Soap.	
t of materials and labor in finished product,	
\$4.47 per 100 pounds:	Per Cent
Nut oils (straight)	46.2858
Seed oils (net), glycerine deducted	28.0747
Saponifying alkali	3.4407
Water softening elements (soda ash)	3.1440
Perfume	.5794

11.1782 100.0000

5.2685

2.0287

Yellow Laundry Soap.

Boxes

Wraps

Cost of materials and labor in finished soap,	
\$4.04 per 100 pounds:	Per Cent.
Tallow (net), glycerine deducted	46.1365
Seed oil (net), glycerine deducted	
Rosin	11.6367
Sponifying alkali (caustic soda)	4.0615
Water softening elements (soda ash)	.4716
Perfume	1.0192
Boxes	4.9586
Wraps	2.3426
Box labels	.1369
Labor	13.1123
	100.0000

size of the cake of soap, which, of course, is another way

to make a higher price.

Now, the calculations that we have made show that, according to the various formulæ that may be used, there is, approximately, I will say, about a quarter of a cent a cake would be the cost of these duties, but I cannot state that with definiteness because it depends upon the formula and the market price at the time, and whether all the ingredients are used in any one combination.

Mr. James.-You say they have been selling this soap two cakes for 5 cents for a long time. Have they reduced the size of these cakes any in the last few years?

Mr. Wadhams.—No; the size of the cakes has been maintained, I understand. Of course, I suppose that individual manufacturers may differ somewhat in that regard. While you have the-

Mr. Longworth (interposing).—Is tallow used in all

laundry soaps?

Mr. Wadhams.—Tallow is the ordinary basic material used in laundry soap, where it is a tallow soap, but tallow is not necessarily used in all laundry soaps, as shown by one of the formulæ which I have given you there. I have given you the formulæ here for both kinds, and I have shown them particularly in view of an impression which I wish to correct, that coconut oil is used only in the higher grades of soap. That is not correct.

Mr. Longworth.-What I want to get is just what common laundry soap is generally speaking. Is it a tallow or

an oil soap?

Mr. Wadhams.-It is both.

Mr. James.-Have you any information that you can give the committee as to the effect that the tariff bill passed by the House would have upon the high-priced soaps and of the proportion of this increase that you claim would be upon the high-priced soaps, upon the perfumed soap?

Mr. Wadhams .- No; we have nothing to do with that. In that connection, if it may please the committee, the man who wants the fancy imported soap is going to pay for it if he wants it, and he will pay \$1 a cake for it if he wants

it that bad.

Mr. Harrison .- Mr. Wadhams, after considering the whole matter and after hearing a recital of the soap materials upon which the duties were reduced by the bill, is it not your opinion that if the bill became a law it would cheapen the price of the manufacture of soap rather than raise it?

Mr. Wadhams.-No sir; it is not my opinion, and for this reason. It is the part that I have been trying to make clear, and probably I had not succeeded in doing so, un-

doubtedly have not, by reason of your question. son is this: It will not necessarily follow that the items here in the lower half of this table which we have just out in evidence, upon which there are these reduction suggested, it will not necessarily follow that these reductions would so cheapen those articles to us-that is, our raw materials-and that that saving would overcome the expense to us which would immediately follow by placing a duty upon articles now upon the free list, and which would be immediately increased in price by the duties placed upon

Mr. Harrison.-It amounts to 3 or 4 per cent. in the case of cocoanut oil and palm oil, 3 or 4 per cent. ad valorem.

Mr. Wadhams.—It would be a fourth of 1 cent a pound,

or 12 cents a box, on those oils alone. Mr. Harrison.—That represents 3 or 4 per cent. at the custom house?

Mr. Wadhams.—Yes; it would be an enormous tax.
Mr. Harrison.—An enormous tax upon an industry
which produces over \$100,000,000 worth of soap in the United States and exports \$5,000,000 worth?

Mr. Wadhams.-If we use these figures we have got to consider the formula, and if we use that in a 2,000,000,000pound production it would make an enormous increase.

The discussion then went into the exportation of soap and the Congressmen went into details regarding the ingredients, their cost, etc.

Mr. Kitchin.-Haven't you observed that when a tariff is put on an article manufactured here some of that tariff is entering fully into the price? Isn't it true on that laundry

Mr. Wadhams.-We don't think so in every case, and that's the reason we think-we have appeared-think we have a particular right to appear here and urge our point with vehemence; we think we can do this for this reason. There are two very decided political reasons: We are not a combination; we are not a trust; we are upon a business basis; we are a competitive industry, and I think competitive industries should be fostered by the tariff, for we have entered into no competitive agreement or trust; we have established no oppression; we are an independent industry; and I think such an industry should have favorable consideration as compared with those who have combined to oppress the people, as that question is before us; and our experience shows the beginning and effects of this competition. We are in every market, fairly trying to capture it and maintain the business we acquire. How best to care for such an industry it seems to me is really the

And the second reason is that we haven't added one iota to the high cost of living. I want to say that the soap industry is just as it was when Babbitt & Babbitt, the pioneer soap manufacturers, in days long gone by started it practically, and from their experience it grew. Congress knew what it is and what it was, and every manufacturer's methods have shown what it has been, and some of these most active concerns have maintained the business in the

proper way and at the same price.

Mr. Kitchin.—You mean the same price, that is right perhaps; but you don't mean the same size? I know the cakes are not the same size they were in the time of my father and grandfather.

Mr. Wadhams.-Why, larger all the time, if anything-

Mr. Wadinans.—Why, larger an the thirt, it anything as large or larger I should say.

Mr. Kitchin.—No. It was found in the investigation, when Congressmen went out into Illinois for information in 1910, that each kind or cake of soap was a good deal smaller

Mr. Wadhams .- No, Mr. Kitchin. May I correct you? Mr. Kitchin.—You ask your soap manufacturers if they are not smaller in the last 10 years, won't you? Yes; even the little cracker box is less in size than it was two years

Mr. Wadhams.-Well, this isn't a cracker box. We are

advocating putting the same-Mr. Kitchin.-Well, the cake is smaller than it was 10 years ago, and all the manufacturers must know it. Boys. be square with us.

Mr. Payne.-That grandfather's soap was soft soap.

Mr. Wadhams.—No; the fact is, you get as much value, and I think a great deal more, for the reason that the art

has been greatly improved.

I would like to call attention to the fact, on behalf of the laundry soap manufacturers, that from the use of soft soap the art has been developed into the best soap, laundry soap, in the world. Your own report which was prepared for Schedule A shows that the highest grade and best laundry soap in the world is made in the United States. The right price of that has not been reduced, and for that reason we think we are particularly entitled to appeal to your committee.

Mr. James.-Your position is that the Democratic Party

is going to clean up the country-

Mr. Payne.—They used soft soap last fall.
Mr. Wadhams.—I would like to suggest this further point-that no manufacturer comes here with cleaner hands than we.

PUTTING LAUNDRY SOAP ON THE FREE LIST.

Mr. Kitchin.-Now from what we have learned it would seem that the manufacturers are able to go elsewhere, and if not, we didn't feel impelled to put taxation upon these tropical oils, we'll say.

Mr. Wadhams .- Leave them on the free list.

Mr. Harrison.-Well, suppose further we were to put tallow on the free list, and leave gum resin on the free list and hydrated potash. Under those circumstances would your clients be willing to have laundry soap go on the free list?

Mr. Wadhams.-Well, I notice that you didn't mention

essential oils.

Mr. Harrison.-Well, because I am not willing to concede that essential oils are not a considerable part of the manufacture of laundry soap.

Mr. Kitchin.-You have no authority for putting any other part on it?

Mr. Wadhams.-We think this should be in view of the fact that we came before you first on this subject, and making no recommendation did not reduce the revision proposition in H. R. 20182, on laundry soap. Now he asks whether we would be willing to accept the proposition given before and make a burden light—as I understand for the purpose of getting our attitude. We have stated objection to taking that step all at once. We are not prepared to say that under trade conditions as they exist, if the tariff were removed altogether, there is hope that our country would not be, with the occasional aid of foreign countries, flooded with foreign soap; and for this reason, one of the reasons-one of the reasons is that the "through haul" as it has been interpreted, including the ocean freight plus an inland haul, I am informed enables the foreign competitor to lay down the manufactured article of soap out in the interior at a less freight than we can move it for from the seaboard to the interior.

Mr. Kitchin.-I think the Interstate Commerce Commission has got charge of that now.

Mr. Fordney.-Not only that; they have no power to

regulate that foreign rate.

Mr. Wadhams.-My understanding, Mr. Kitchin, is that that is the way that is handled under the present condition of the law and the Interstate Commerce Commission, and that you can't compare one leg of a through rate with the movement over the same distance as an entire haul. * * * But isn't it a fair proposition that this industry, this common laundry soap, shall not be burdened?

Mr. Harrison.-We think it will relieve rather than increase your burden.

Mr. Wadhams.-We, I think, appreciate what you have done as far as you can. We can see your point; but we want to make clear, if we can, that this free list has always been free in this; our industry has been built up upon it and should not be burdened with a duty as far as the articles are concerned that go into this necessity of life, and it ought not to be.

The Chairman.—Mr. Harrison asked you a question just now, Mr. Wadhams, if we take off all these taxes except essential oils, all these other things, tallow and so on, you said your industry wasn't willing to say it should go to the free list at this time. What further reduction could we make in the rate as proposed in the schedule?

Mr. Wadhams.—That is a very difficult question to answer, for this reason: There might be some slight further reduction, although our industry feels that a reduction of 5 per cent. is adequate for the first move. And if we knew that by stating some particular figure we could be pretty sure about its being adopted, we would be better able. But the trouble is, I am afraid they may misinterpret it, as they might say, "Well, if they are willing to take that, why not give them something more?" It is a somewhat embarrassing position for us to be in.

The Chairman.-We don't wish to embarrass you at all, Mr. Wadhams; but what we are looking for is a right and equitable adjustment with everything the same way for the best interests of all. This is a necessity of life, and we would like to, if we can make concessions by putting things on the free list, we want to know what is going on with the

consumer.

Mr. Wadhams.—I would like to call your attention to one other thing—that it is hard for us to meet competition. As I said first, any duty on the ingredients of the soap, on the gum resin, etc., will make it a hardship. The industry of Pears is a transparent soap, and they have attempted to bring transparent soap into it; but our Government decided

Mr. Hill.-Do we have a corresponding internal-revenue

tax on Pears soap?

Mr. Wadhams.-I do not know as to that. But I would like to say or wish to call your attention to the fact that in case there is any effort made to include that among

The Chairman.-Well, certain classes of soap are distinctly a luxury as distinguished from Pears soap, and there would be no reason why we shouldn't get all the revenue we can out of that which is strictly a luxury. But this is a necessity of life perhaps calling for some reduction; and I think we ought to do it, if we can feel that we are giving you the benefit of a matter that is going on down to the consumer.

Mr. Wadhams submitted some samples of tallow, or tallow-base soaps; and some of white, or not oil-base soaps, but all of them common laundry soaps and the hearing

BRIEF FILED JANUARY 31 BY SOAP MEN.

Supporting Mr. Wadhams' argument the Conference Committee filed a supplementary brief, signed by Messrs. Brown, Wadhams, Waltke, Collingwood and Brennan, as they did on January 20. It is in substance as follows:

The items and paragraphs concerning which recommendations are made are:

FREE LIST.

Paragraph 639: Cocoanut oil, palm oil, palm kernel oil, soya bean oil, and essential oils-now on the free list. is recommended that these articles remain on the free list.

Paragraph 3 (Schedule A): Oil of geranium, and palma rosa-present duty 25 per cent. ad valorem. It is recommended that they be placed upon the free list.
Paragraph 655: Carbonate of potash, hydrate of a caustic

potash-now on the free list. It is recommended that they remain upon the free list.
Paragraph 559: Gum resin (rosin)—now on the free list.

It is recommended that it remain upon the free list.

THE REASONS FOR THE RECOMMENDATIONS.

The laundry soap manufacturers have stated that they do not oppose a reasonable revision of the tariff downward, and that they would not interpose objection to a reduction as proposed in H. R. 20182, from 20 to 15 per cent. ad valorem duty on laundry soap, provided the raw materials used by them are allowed to remain on the free list and are not taxed as was proposed in H. R. 20182.

The various articles named are now, with few exceptions, on the free list and are all used as raw materials in the

manufacture of laundry soap. We respectfully submit that a tariff should not be imposed upon these raw materials, but that they should remain on the free list for the following reasons:

FIRST, LAUNDRY SOAP IS A NECESSARY OF LIFE.

It is submitted that there should be no increase in duties on such raw materials for the reason that laundry soap may fairly be classed as a necessary of life. The imposition of a duty upon these free-list articles would tend to increase rather than decrease the already burdensome cost of living, as manufacturers would be obliged to increase the price to the consuming public.

Although designated as laundry soap to distinguish this article of commerce from the highly perfumed and delicate soaps used exclusively for toilet purposes, it should be borne in mind that the common laundry soap is the household soap of the people and generally used by them for personal and all household purposes.

There are about 20,000,000 families in the United

The laundry soap business has been built up as a highly competitive industry scattered throughout the United States. There is no soap trust nor combination of soap manufacturers.

The keen competition in the laundry soap trade in all sections of the country compels each manufacturer to give the largest possible cake or the best possible quality, or the lowest possible price, or all of these, otherwise his volume of business can not be increased or even maintained. The prices to consumers of the common laundry soaps we are discussing run between 21/2 and 5 cents per cake or bar.

The soap industry has been developed relying upon free raw materials. The price at which laundry soap has been sold for many years has been based upon the cost of these

duty-free materials.

To impose a duty upon such raw materials would require a readjustment either in the increase of the price or in the reduction of the size of the cake or bar of soap.

Both the manufacturers' and the retail price of soap has shown no substantial change for many years, whereas it is a matter of common knowledge that during recent years the prices of other essentials of life have greatly increased and in many cases doubled.

The following are the articles which we recommended be

retained or placed on the free list:

COCOANUT OIL, PALM OIL, PALM KERNEL OIL, SOYA BEAN OIL (PAR. 639).

It was proposed in H. R. 20182, paragraph 50, to impose a duty of one-fourth cent per pound upon the above oils.

These oils should remain on the free list, where they are now, and, so far as can be ascertained, always have been. They are almost entirely produced in Africa, China, and the East Indies. These oils (except soya bean oil, which is of recent importation) were for many years chiefly used in the manufacture of the better grades of toilet and bath soaps. Relying upon the continued supply of these oils duty free, they have been used more and more in the manufacture of common laundry soaps, and they now constitute some of the most important ingredients thereof. The public has reaped the benefit of these improvements. The prices of these oils, however, with their enlarged use, have steadily advanced, and today are at a point where it would be impossible to furnish a soap of the present superior quality at current prices if a duty were imposed upon these

Where hard water is used, the use of coconut or palm kernel oil is essential to obtain a good lathering or cleans-This is also true where salt water must be used. ing soap. ing soap. This is also true where salt water must be used. So that in large sections of the country and on seagoing vessels soaps made of these oils are indispensable.

Olive oil (rendered unfit for use as food or for any but mechanical or manufacturing purposes).

It was proposed in H. R. 20182, paragraph 50, to impose a duty of three-eighths of a cent per pound upon the olive and is one of the

oil above, which is now on the free list and is one of the elementary raw materials of soaps used in the textile mills.

None of the oils referred to in this statement and used for soap making are produced commercially from products grown in this country.

ESSENTIAL OILS (PAR. 639).

Citronella, rosemary or anthoss, cassia, caraway, aspic, or spike lavendar, thyme, oil of mace (distilled), lemon grass, lavender, and bergamot.

It was proposed in H. R. 20182, paragraph 51, to impose a duty of 20 per cent. ad valorem upon all these oils, with the exception of oil of mace, which will be hereafter separately discussed. These oils have all been heretofore and are now upon the free list.

Believing that the change of classification proposed in H. R. 20182, paragraph 51, is due to a misunderstanding of the nature and use of these oils, we respectfully urge their retention on the free list. They are the essential oils most commonly used in the manufacture of common or laundry soaps to overcome the odor of the tallow, and for this reason, doubtless, were included in the free list in the existing and preceding laws. They are necessary ingredients of the common soaps used by the great mass of the people throughout this country. There is no reason, therefore, why they should be classed with or taxed as

OIL OF MACE (PAR. 639).

It was proposed in H. R. 20182, paragraph 50, to impose a duty of 8 cents per pound upon mace oil (oil of mace). The oil is of two kinds, namely, expressed and distilled. The oil of mace used by soap makers is a distilled oil now on the free list, and is of the same general character as the distilled oils above mentioned. It should be included in the same classification. The distilled oil is out of place in paragraph 50 of H. R. 20182, which applies to expressed oils. It is properly included under the present law with other essential oils distilled under paragraph 639.

The proposed duty on expressed oil of mace in H. R. 20182, paragraph 50, is not opposed by the soap making industry, as they do not use the expressed oil. There is danger, however, that paragraph 50 of H. R. 20182, if enacted, may take distilled oil of mace off the free list. It is, therefore, respectfully suggested that in order to straighten this out the word "expressed" be inserted in parentheses after the words "mace oil" in paragraph 50, H. R. 20182, should the language of that bill be adopted, and that the word "distilled" be inserted after the word "mace," as it appears in the free list in paragraph 639 of the present law.

OIL OF GERANIUM AND PALMA ROSA (PAR. 3).

It was proposed in H. R. 20182, paragraph 51, to reduce the duties upon these oils from 25 to 20 per cent. ad valorem.

These oils are not specially named in the present tariff, but are dutiable at 25 per cent. ad valorem under paragraph 3, Schedule A, as distilled oils, "not specially provided for in this section." The reduction of duty to 20 per cent. ad valorem would result from the inclusion of these oils in paragraph 51 of H. R. 20182, covering oils distilled and essential "not specially provided for in this act or in the first section of the act cited for amendment" (the present

These oils are largely used in the manufacture of ordinary household soaps and should, therefore, be placed upon the free list with other essential oils used for the same purpose

and above enumerated.

POTASH (PAR. 655).

Carbonate of potash, crude or refined, hydrate of, or caustic potash, not including refined in sticks or rolls.

It was proposed in H. R. 20182, paragraph 69, to impose

a duty of one-half cent per pound upon carbonate of potash, and of six-tenths of 1 cent per pound upon the hydrate of (caustic) potash. These materials are now upon the free list, where they should remain. They are largely used in the manufacture of common soaps and soaps used in the textile industries.

GUM RESIN (ROSIN) (PAR. 559).

It was proposed in H. R. 20182, paragraph 37, to impose duty of 10 per cent. ad vadorem upon gum resin (rosin) That bill in imposing such duty did not differentiate between the refined gum resin mentioned in paragraph 20 of the existing law—which imposes a duty of one-quarter of 1 cent per pound plus 10 per cent. ad valorem—and ordinary unrefined gum resin (rosin) used for commercial purposes and now upon the free list under paragraph 559 of the existing law. If the language of paragraph 37, H. R.

Table Showing Raw Materials Used in the Manufacture of Common Laundry Soaps. Presented to Ways and Means Committee, January 31.

{Giving percentages which each material bears to the total weight of raw materials used, present duty, duty proposed under H. R. 20182, and recommendations of the laundry-soap industry.]

MATERIALS MENTIONED IN PRINTED BRIEF CONCERNING WHICH A RECOMMENDATION HAS BEEN MADE.

Material.1	Approximate percentage of total weight				Duty prop	osed under	
•	of raw	Duty unde	r Payne-Aldric	h law, 1909.	H. R.	20182.	Recom-
	materials.2 Per cent.	Schedule.	Paragraph.	Duty.	Paragraph.	Duty.	mendation.
Tallow	2560	G	290	3/2 cent pound	(3)	(8)	Free
Coconut	10-40	Free list	639	Free	50	1/4 cent pound	Do.
Palm	15-60	do	639	do	50	do	Do.
Palm kernel	10-30	do	639	do	50	do	Do.
Soya bean		do	639	do	50	do	Do.
purposes)	3090	do	639	do	50	36 cent pound	Do.
Gum resin (rosin)	10-45	do	559	do	37	{ 10 per cent } ad valorem. }	Do.
Potash:							_
Carbonate of		do	655	do	69	1/2 cent pound	Do.
Hydrate of (or caustic) Essential oils:	20	do	655	do	69	6/10 cent pound	Do.
Citronella	0.1-0.4	do	639	do	51	{ 20 per cent } ad valorem. }	Do.
Rosemary or anthoss	.1-0.25	do	639	do	51	do	Do.
Cassia	.12	do	639	do ·	51	do	Do.
Caraway	.125	do	639	do	51	do	Do.
Aspic or spike lavender	.125	do	639	do	51	do .	Do.
Thyme	.1— .15	do	639	do	51	do	Do.
Lemon grass	.135	do	639	do	51	do	Do.
Lavender	.125	do	639	do	51	do	Do.
Bergamot	.115	do	639	do	51	do	Do.
Mace, distilled	.115	do	639	do	50	8 cents pound	(4)
Palm rosa	.115	A	3	{ 25 per cent } ad valorem. }	51	{ 20 per cent } ad valorem. }	Free.
Geranium	.1— .15	Α	3	do	51	do	Do,

¹ The list of raw materials given in this column contains all raw materials ordinarily used by soap manufacturers. All of these materials, however, are not used in any one formula.

MATERIALS NOT MENTIONED IN PRINTED BRIEFS AND CONCERNING WHICH NO RECOMMENDATION HAS BEEN MADE.

	Approximate						
Material.	percentage of total weight						
Alaterian.	of raw	Duty unde	r Payne-Aldrich	h law, 1909.	Duty prop	osed under	
	materials.	Schedule.	Paragraph.	Duty.	H. R.	20182.	Recom-
1	Per cent.				Paragraph.	Duty.	mendation.
China nut oil	5	(1)			50	5 cents gallon	
Corn oil or maize oil	10-30	(1)			(1)	(1)	Free.
Cottonseed oil	10-35	Free list	639	Free	90	Free	Do.
Linseed oil	10-20	A	35	15 cents gallon	50	13 cents gallon	
Vegetable tallow	20-40	Free list	580	Free	(1)	(1)	Free.
Grease, fat, and oils such as are							
commonly used in soap making	25—60	do	580	do	49	{ 15 per cent } ad valorem. }	Do.
Whale and fish oil	5-20	Α	40	8 cents gallon	49	5 cents gallon	
Red oil, oleic acid	30-90	(1)			(1)	(1)	
Silicate of soda	1-2	A	76	36 cent pound	71	1/2 cent pound	
Caustic soda	12-15	do	73	1/2 cent pound	71	34 cent pound	
Soda ash	2-8	do	75	1/4 cent pound	71	36 cent pound	
Borax	55	do	11	2 cents pound	82	Free	
Naphtha	5-10	Free list	639	Free	90	do	

^{20182,} should be adopted it should be made clear that the

1 Not mentioned.

duty thereby imposed does not apply to crude resin by the insertion after the words "gum resin" in paragraph 37 (H. R. 20182) of the words, "except such as is commonly used for soap making."

The resin used by the soap making industry is the residue after the distillation of turpentine. It is the crude article not refined, and is properly classed as a raw ma-terial, as recently determined by decision of the United States Court of Customs Appeals.

Crude resin is one of the materials used widely in the manufacture of common laundry soaps, and the imposition of a tax thereupon would be a serious matter, especially in view of the conditions of the resin trade in this country. It is generally conceded that the control of the resin market is in the hands of a small number of persons, and that the price has steadily advanced, although the volume or supply to meet the demand has increased.

The exports of this article show that there is no justification for the imposition of the tax proposed upon ordinary

² The percentage given indicates the quantity of each material when such material is included in the formula. The percentages cannot be given with exactness for the reason that the quantities differ under different formulas.

⁸ Not mentioned. 4 Free (insert distilled).

unrefined gum resin.

The ordinary gum resin referred to, which is the residue after the distillation of turpentine, should remain (with turpentine) upon the free list.

EFFECT OF PROPOSED DUTIES ON COST OF LAUNDRY SOAP.

Using as a basis the standard box of 100 cakes of 12 ounces each, it is estimated that the increase in the cost resulting from the proposed duties would be:

In the case of coconut oil, palm oil, palm-kernel oil, and soya-bean oil, about 12 cents per box or one-eighth cent

per cake.

In the case of the essential oils, about 1 cent per box. In the case of resin, about 8 cents per box or one-twelfth

cent per cake

The national conference of soap manufacturers respectfully urges upon your honorable committee that these important ingredients entering into the manufacture of common laundry soaps should be free from duty

Opposed to Advance on Castile Soap.

Lockwood, Brackett & Co., New York, sent a letter to the Ways and Means Committee, objecting to a duty of 15 per cent. ad valorem on castile soap and urging a retention of the present duty of 11/4 cents a pound. The company said: "Imported castile soap is an everyday article of use in most of the homes of this country. It is therefore a common necessity and not a luxury. The advance would have to be borne by the consuming public and explanation rendered in every drug, grocery and de-partment store that this Congress has advanced the duty when the whole country has been looking for downward revision.

Greases, Etc., Used in Soap Making.

Mr. C. P. Gulick, treasurer of the National Red Oil & Soap Co., Newark, N. J., gave testimony before the Ways and Means Committee in which he supplemented and reinforced his brief regarding paragraph 580 of the free list, which says:

'Grease, fats, vegetable tallow and oils (excepting fish oils), such as are commonly used in soap making or in wire drawing, or for stuffing or dressing leather, and which are fit only for such uses, and not specially provided

for in this section."

Mr. Gulick showed that there was a duty of 8 cents a gallon on his raw materials and the finished product was on the free list. He asked that a tariff be put on sulphonated oils commensurate with that on the raw oils.

Asks 20 Per Cent. on White Beeswax.

The E. A. Bromund Co., New York, bleachers and refiners of beeswax, sent a brief to the Ways and Means Committee, urging that a duty of 20 cents a pound be levied upon the importation of white beeswax. The company says:

The domestic production of white bleached beeswax costs the American manufacturer from 37 to 39 cents per pound to produce. The foreign article, largely imported from Germany, is sold here at prices of 36 to 37 cents

per pound.
"White beeswax is strictly a product of the bleacher, requiring experienced and skilled labor, and is consumed almost entirely in manufacturing toilet cream preparations and other luxurious compounds; therefore, white beeswax cannot be described as one of the important necessities. The cost of the raw or crude beeswax is about 30 to 32 cents per pound.

"A duty of 20 per cent. would equalize, somewhat, the differences in the cost of bleaching. Your valued and favorable consideration would be of great service to the

American manufacturer of white beeswax.

Opposes Duty on Nitrobenzol.

Mr. Christian Beilstein, secretary of the Dodge & Olcott Co., New York, wrote to the Ways and Means Committee. urging that nitrobenzol, or oil of mirbane, be left upon the free list. He said:

Nitrobenzol is an extremely crude and rough product which is used almost exclusively for its coarse odor sug-gesting bitter almond. This odor is found useful to cover or disguise the obnoxious odors which are ordinarily inseparable from cheap soaps and disinfecting compounds

and the use of the nitrobenzol is chiefly in these inex-pensive laundry soaps and in disinfectants. The articleis a very cheap one, the importation value being only about 5 cents per pound, so that the amount of revenue to be obtained from it will be trifling. On the other hand, the products in which it is used, namely, the cheap soaps and common disinfectants, are sold at such low prices and narrow margins of profit that such an increase in the cost of any of their ingredients as would be involved in this duty would be a hardship which these industries, already sorely pressed, could not support and which they would necessarily have to shoulder off upon a class of consumers who are probably the least able of any in the country to bear it."

Asks for Duty on Soya Bean Oil.

Mr. J. J. Culbertson, Paris, Tex., chairman of the Interstate Cotton Seed Crushers' Association, suggested to the Ways and Means Committee a change in duty on soya bean oil, which, he wrote, competes with American cotton-

seed oil in this and other countries. He said:
"The imports into the United States have grown until
the quantity now amounts to about 100,000 barrels per annum, the article having free entry under paragraph 639 of the act of 1909; as a consequence this Government derives no revenue thereon. We think under the conditions that the proposition to place a duty of 11/4 cents per pound under H. R. 20182 should be carried. And the And the sova bean (which comes under agricultural products and provisions), which carries a duty of 45 cents per bushel under paragraph 249 (unless such would come under paragraph 266, in which event the duty would be 25 cents bushel), should have such duty materially reduced or totally abolished in order that the American oil manufacturers may become able to produce the oil thereof."

Rebates on Excessive Customs Deposits.

T. S. Todd & Co., Custom House brokers, 42 Broadway, New York, appeared before the Ways and Means Committee in support of their request for a change in the Tariff Law, which would permit a refund in cases where reappraisements are decided in favor of the importers who have had to make excessive deposits under duress. The firm argued that the present tariff penalizes imports without justification in certain cases and suggested the following amendment to the present law:

"Sec. . . . The duty shall not, however, be assessed in any case upon an amount less than the entered value: Provided that where an addition at the time of entry has been made to the invoice value, which invoice value has been sustained by the Board of United States General Appraisers, duty shall be assessed only upon such invoice

Denatured Alcohol for Transparent Soap.

Commissioner Cabell, of the Internal Revenue, January 31, replies to a manufacturer who had found that the two special denatured alcohol formulas, namely, Nos. 1 and 3, authorized for use in the manufacture of transparent soap, were unsatisfactory for reasons stated. He says: "You request that Formula No. 3 be modified by omitting the one-half gallon of 36 degree Baume caustic soda lye." Such a formula, in your opinion, will be thoroughly satisfactory to the manufacturers of transparent soap. reasons submitted for the modification have been found to be satisfactory to this office, and therefore hereafter the following formula will be authorized for use in the manu-

"Formula No. 3a: To 100 gallons of ethyl alcohol there is added 6 gallons of the following mixture: Five gallons of commercially pure methyl alcohol, having a specific gravity of not more than 0.810 at 60 degs. F., and one

gallon of castor oil."

Rose Industry in Bulgaria.

Bulgaria's rose gardens, which furnish so much of the world's supply of attar of roses, cover 18,000 acres and yield 40,000,000 pounds of flowers annually, although the industry is curtailed at present, says a consular report.



TRADE NOTES



Mr. W. John Buedingen, son of Ferdinand Buedingen, of the Buedingen Box & Label Co., Rochester, N. Y., is now attached to the New York office of that concern as assistant to Mr. W. H. Green, sales-manager.

Mr. Ben Elson, of Elson & Brewer, Inc., New York, started on a Western trip the latter part of January, to be gone about a month. Mr. Elson is an indefatigable worker, and his persistence is bringing results.

Mr. and Mrs. Carl L. Vietor returned on the Kaiser Wilhelm II, January 16, from their honeymoon abroad. Their time was spent principally in London, Amsterdam, Brussels and the Hague, Mr. Vietor is a partner in Rockhill & Vietor, New York.

Another globe trotter is Mr. Paul Zinkeisen, a retired partner of Zinkeisen & Co., New York. Mr. Zinkeisen is now a resident of Germany; but expects to get here every year or so to keep his friendships alive.

Mr. and Mrs. William S. Addison, of Rochester, N. Y., were recent visitors to New York City. Mr. Addison is manager of the lithograph department of the Buedingen Box & Label Co. He is the gentleman who is directly responsible for the very fine covers that appear on this journal, and he is justly proud of some of the recent work done for the American Stopper Co. on our back cover. The pencil box which appeared on the November cover was a specially good piece of work in reproduction, and served very well to give a clear idea of the American Stopper Co.'s boxes.

There has been much favorable comment in regard to the handsome advertisement of Heine & Co., which is scheduled to appear throughout this year. The first and last pages of this four-page insert are reproductions of similar pages in their handsome price list, while the inside pages will be changed monthly. The business of this company has grown rapidly during the past few years in the hands of Messrs. F. E. Toennies, and Paul Schulze-Berge, Jr., for their hard work and agreeable ways are bound to bring results, especially as they are enlisted in the cause of a concern of first rank. The offices in the company's building at 7 Platt street, have been lately remodeled, and are now very commodious and well-appointed. Mr. Schulze Berge is at present on a business trip to the Pacific coast.

In Germany the company is just completing two new buildings in Groeba-Riesa, and one in Leipzig. They announce that on the completion of the new buildings, these plants together with that in Grasse will constitute as large an equipment in the perfume raw material industry as there is in the entire world.

Dr. Albert Steche, a director of the parent corporation, spent a few days in New York last month on his trip around the world. He arrived here on the Kaiserin Auguste Victoria, January 18, and sailed from San Fran-

cisco on the Cleveland, February 6. Dr. Steche is a man of high standing in German fields of industry and statesmanship, being vice-president of the Hansabund, and a member of the Saxonian Parliament.

His trip includes Colorado Springs; the Grand Canyon; San Francisco; Japan; Tsing-Tau, China; Hong-Kong; Manila; Singapore; Calcutta; Egypt; and Italy, from whence he will go overland to Leipzig.

Mr. Albert Sittler, successor to J. Mero & Boyveau, essential oils, etc., Grasse, France, announces that on January 1, 1913, he took into partnership his son-in-law, Mr.



MR. E. MULLER.

Henri Benard. Mr. Benard is a graduate of the Institut de Chimie Appliquee de la Faculte des Sciences de Paris and is a chemical engineer of recognized ability. There will be no change in the title, and the business will continue to be conducted under the name of J. Mero & Boyveau, as it has been since the concern was established in 1832.

The power of attorney heretofore held by Mr. Benard has been entrusted to Mr. Eugene Muller,

who has been visiting the United States on behalf of the firm during the last three years and who consequently is well known to the American trade.

Mr. Mero was among the first to manufacture oil of bitter almonds in a commercial way, which he did in 1839. The firm ranks among the largest of the Continental pressers of sweet almond oil, peach kernel oil and essential oil of bitter almonds, and it has built up an extensive business in raw materials generally for perfumery and soapmakers.

Important alterations in the plant have been in progress recently, the floor space having been increased 50 per cent. and new machinery installed.

Mr. George Lueders, of George Lueders & Co., of this city, and Mrs. Lueders enjoyed a month's sojourn recently at Bellaire, Fla.

Upon complaint of Dr. John H. Hecker, 92 Beekman street, on behalf of V. Rigaud, the Parisian perfumer who originated Mary Garden, Myer Friend, of the Evergreen Chemical Co., 171 Broadway, New York, was held recently by City Magistrate Murphy for Special Sessions in \$500 bail on a charge of selling a spurious Mary Garden perfume, and trade-mark infringement thereof. The case was heard on February 6, when Assistant District Attorney Smith appeared to prosecute it before Chief Justice Russell and Justices Collins and Zeller. The result was that the defendant was fined \$250.

Mr. W. A. Bush, of London, England, is now associated with W. J. Bush & Co., Inc., in their New York office and in the Linden, N. J., works. Mr. Bush is a son of Mr. Richard Bush, a former director of the London house, and a nephew of Mr. James M. Bush, the managing director. His grandfather was Mr. W. J. Bush, the founder of the business.

Van Dyk & Co. have just issued a new edition of their price list, which will commend itself to the trade. It is planned on the loose-leaf system, thus making changes and additions comparatively easy. The size is standard—about 9 x 12—and the printing is brown on light straw-colored matt paper, which makes a pleasing appearance.

There is a complete list of regular synthetic perfume ingredients, and all the Van Dyk specialties. A feature is made of the higher alcohols and aldehydes.

Mr. S. Isermann, treasurer and general manager, is editor and manager of *Progressive Perfumery*, the sprightly yet substantial organ of the house.

Mr. Chester A. Smelzer, of H. Marquardt & Co., Inc., New York, has just gone West on a trip among manufacturers of flavoring extracts, etc. He is devoting his attention to vanilla beans for his house.

Mr. A. G. Spilker, Chicago manager for Ungerer & Co.

Mr. E. A. Boerner, formerly of Boerner-Fry Company, Iowa City, Ia., is now head of the perfume department of The Franklin-Price Co., in the same city.

National Toilet Co., Paris, Tenn., recently declared a semi-annual dividend of fifty per cent. and elected the following officers: President, A. B. Lamb; vice-president, J. K. Currier; general manager, W. C. Johnson; treasurer, J. K. Currier. The board of directors consists of W. C. Johnson, J. K. Currier, Jr., W. O. Lynn, J. A. Bauer, R. L. Dunlap and F. M. Van Cleave.

Fire in the storage building of the Colgate & Co. soap works in Jersey City did considerable damage before it was extinguished on January 17. Col. Austen Colgate took personal charge of the situation and the employees were able to return to work within two hours. The main building was not in danger at any time.

Mr. George V. Gross, essential oils, etc., this city, soon will move into and occupy the entire five story building at 30 Old Slip.

Mr. F. K. Woodworth, of C. B. Woodworth Sons Co., Rochester, N. Y., sailed February 15 on the steamship Havana for a short stay at Nassau, Bahama Islands

The Kells Co., Newburg, N. Y., has bought the good will, trademarks, and other property of The Sumurai Perfume Co., New York.

Remmers Soap Co., of Cincinnati, Ohio, which went into a receiver's hands in April, 1912, has just been released and

the receiver has been discharged by the Superior Court. The liabilities have been settled and the receiver has turned the property over to the officers of the company.

Voluntary petitions in bankruptcy, both as individuals and as a firm, were filed in the United States District Court in New Jersey on January 25 by Jacob M. Littman and Samuel Hackman, soap manufacturers, of Paterson, N. J. The petitions show liabilities of \$17,226 and assets of \$18,565. Of the assets, \$10,000 is represented by an insurance policy.

Petitioning for a receiver and an accounting in the business of Barclay & Co., manufacturers and exporters of toilet articles, No. 26 Beaver street, Alexander Barrie, one time partner in the business, on February 3 began an action in the New York Supreme Court againstReginald G. Barclay, the other member in the firm. Mr. Barrie says he believes his share in the profits of the firm from 1909 amounts to \$175,000, of which, it is said, nothing has been paid.

Farrington & Whitney (corporation), spice grinders, at No. 376 Greenwich street, New York, have been petitioned into bankruptcy by these creditors: L. German & Co., \$450; P. E. Anderson & Co., \$27, and Taco Greidanus, \$450. It was alleged that the corporation is insolvent and made preferential payments \$1,000. Liabilities are said to be \$18,000 and assets \$15,000. In March, 1912, the corporation made a settlement with creditors at 50 cents on the dollar on liabilities of \$46,000, and since then has paid off about 70 per cent. of those liabilities. At a meeting of creditors, it was agreed to ask for the appointment of August H. H. Skillin, as receiver.

Recreo Chemical Co., Utica, N. Y., was adjudged bankrupt in the United States District Court on January 14 and the first meeting of the creditors will be held on February 18 in the office of F. J. De La Fleur, referee in bankruptcy, Utica, N. Y.

Callahan Mfg. Co., Seattle, Wash., has prepared plans for building a factory for the manufacture of medicated soap. It has a capitalization of \$150,000 and has a plant at 2200 First avenue, Seattle. The president is Mr. John Callahan and the manager is Mr. George C. Dietrich.

West Coast Soap Co., San Francisco, Cal., is arranging to make improvements in its plant that will cost \$10,000.

Orford Soap Co., Manchester, Conn., has installed a number of wrapping machines which do the work more expeditiously than it can be done by girls, but on account of increasing business none of the employees will be discharged.

Woodley Soap Mfg. Co., recently filed its annual statement at Boston, under the Massachusetts corporation law, showing that on January 25 its assets were \$86,324, and its liabilities as follows: Capital stock, \$55,900; accounts payable, \$10,492; floating indebtedness, \$15,000; surplus, \$41,933.

Drug Trade Section of the New York Board of Trade and Transportation has applied to the Postmaster General to modify the parcel post regulations so that bottles containing sixteen ounces of medicinal preparations, or other fluids, may be shipped by the new system when protected by being packed in mailing tubes of adequate strength.

Too late for mention in the January issue we received a handsome wall calendar from the Forbes Lithograph Co., Boston, Mass. The young lady, carrying a bunch of realistic roses, furnished a fine specimen of the artist's endeavor.

Second semi-annual profit sharing in the Procter & Gamble plant at Port Ivory, Staten Island, New York City, was celebrated on January 25, when the dividend became due. One of the large factory rooms was decorated and the officers and employees enjoyed speeches, stereopticon views, musical selections and dancing, in addition to the distribution. Mr. John T. Burchenal, vice-president of the company and Mr. A. E. Anderson, general superintendent, came from Cincinnati to attend the festivities. Mr. H. M. Thayer, superintendent of the local plant, was chairman of the committee of arrangements and he was assisted by the following heads of departments: Mr. Robert Heinicke, office manager; Mr. F. H. Davis, traffic manager; Mr. Charles J. Bischoff, superintendent of the soap plant; Mr. William Raab, superintendent of the oil refining department; Mr. John Schroth, superintendent of the glycerin department; Mr. Ernest B. Trapp, chief of the packing department and Mr. Clarence Porter, master mechanic of the plant.

Procter & Gamble Co. last month declared a quarterly dividend of 4 per cent. on its common stock, an increase of 2 per cent. over the disbursement three months ago. This places the issue on a 16 per cent. per annum basis. The dividend is payable February 15 to holders of record January 31.

The annual banquet of the concern's territorial managers and heads of the various departments was held January 11 in the Business Men's Club, Cincinnati. An elaborate feast was served, music enlivened the festivities, the banquet room was appropriately decorated and there were numerous informal talks. William Cooper Procter, president, was toastmaster.

In the law suit of the Golden Perfume Co., of New York, against Magnus, Mabee & Reynard, the judge recently set aside a verdict which had been obtained for \$250 by the plaintiff, ruling that it was against the weight of evidence and adding that it was not conceivable that any business house would close an account and leave a contract open. The suit grew out of a contract between the two concerns. A claim owing to Magnus, Mabee & Reynard had been settled by taking back goods and receiving notes. Meanwhile the perfume company's account was closed. suit was based on a contract for one year from September 1, 1911, to supply quantities of a certain brand of lavender oil as required. Subsequently Magnus, Mabee & Reynard had trouble in collecting a claim of \$400 on an overdue account, which was adjusted by the return of unused goods. Magnus, Mabee & Reynard thereupon canceled

the contract and closed the account. Two weeks before the date of expiration the Golden Perfume Co., alleging that the contract still was in force, made a demand for a supply of lavender oil under it. Magnus, Mabee & Reynard refused to deliver the oil except collect on delivery, whereupon the Golden Perfume Co. began the suit. The plaintiff sought to introduce evidence showing the market price of a similar oil, but the judge confined the question to the brand under alleged contract. The judge ruled that a written cancellation of this contract was not necessary in the circumstances. Regarding a claim for damages the court held the measure of damages to be only the difference between the contract price and other sales in similar amounts of the same brand.

Mr. C. O. Dorval has entered the employ of John Wanamaker, Philadelphia, as perfumer and manufacturing chemist. This department is located on the tenth floor of the big Wanamaker store building and is equipped with all conveniences and improvements, besides having fine light.

Attention is called to the advertisement of the Hardesty Manufacturing Co., of Denver, Col., which is printed on another page. This company has had a most interesting experience. When established in 1888 by Mr. R. Hardesty, the company devoted its efforts to the manufacture of flavoring extracts, spices, baking powder, etc., some of its specialties being sold throughout the United States. At this time the Hardesty Vanilla Percolator was perfected and used exclusively in the company's laboratory. Being large consumers of tin cans a plant was put in for manufacturing them, this departure becoming an important feature, for a demand grew up outside and the tin can industry eventually required all the time and energies of the concern. The company also patented and manufactures the Hardesty Syrup Percolator, an apparatus for the manufacture of simple syrup by the cold process which is sold to druggists and manufacturers.

The possibility of a soap war is being talked about in England. It is suggested that Brunner, Mond & Co., the alkali manufacturers, intend to cut into the business of Lever Brothers, the soap manufacturing trust. The capital of Lever Brothers is £20,000,000 and that of Brunner, Mond & Co. is £5,000,000.

Lever Brothers undoubtedly predominate in the soap trade far above all other similar concerns abroad and have recently made great expansion in obtaining the means for obtaining raw material. Brunner, Mond & Co., about a year ago, acquired the soap manufacturing business of Joseph Crosfield & Co. with a capital of about £1,000,000. It has apparently taken up the soap business as a means of using certain by-products.

Whether actual war will be declared between the two forces is doubted in some well informed quarters in London, but the progress of events is being watched with great interest on account of the financial power of both parties and the certainty that if war does break out it will be a very stiff fight.

Mr. Maurice Levy, whose marriage was announced in our January issue, was inadvertently credited with being the agent of Wertheimer et Cie. Mr. Levy is the agent in this country for the Crème Simon, of Paris, France. Dr. F. D. Crane, engaged in research work at the Synfleur Chemical Laboratories, Monticello, N. Y., recently delivered an interesting lecture on "Artificial Perfumes" before the chemistry class of Union College, Schenectady, N. Y.

Fire in the packing room of the Magic Soap Co., Louisville, Ky., on January 10, caused damage amounting to \$2,000.

Mr. Max Isermann, of Van Dyk & Co., of this city, left on February 1 for a southern trip of about six weeks, going by way of Alabama, Tennessee and other States, thence to the Middle West, but omitting Chicago on his return trip.

Mr. John de Redon, representing the American Trading Co.'s vanilla bean department, returned the latter part of January from a trip to Guadaloupe, covering a period of three months, and returning home aboard the steamship Guiana. While there he inspected the crop of beans which is being grown for his house. Soon after his return Mr. de Redon departed on a trip to the West for the company.

A. M. Todd Co., manufacturing chemists, Kalamazoo, Mich., have been sued civilly by the United States Government to recover penalties amounting to \$20,000 on the charge that they arranged and paid for the passages of fourteen workmen from England for the purpose of employing them in the chemical plant of the company.

Walker & Gibson, of Albany, N. Y., the president of which is Mr. Charles Gibson, long prominent in the National Wholesale Druggists' Association, has acquired the Polk & Calder Drug Co., of Troy, N. Y., which was founded in 1804. The change in control became effective on February 1. Mr. Charles F. Polk, head of the Troy company, retires from the pharmaceutical field and will manufacture proprietary remedies under his own name. The Gibson company has a large branch at Rochester, N. Y., and is planning to build a new structure to house its extensive Albany establishment. Mr. Gibson was a visitor to the wholesale drug trade in this city in the latter part of January.

National Association of Retail Druggists will hold its 1913 convention in Cincinnati, Ohio, in the week of August 25.

Mr. A. Vilbois, after making a short trip to several of the important cities in the West, left New York on his return to France on board of the steamship *La Savoie*, of the French line, on January 30. This was the one hundredth trip of Mr. Vilbois and he had not visited America since three years ago.

Professor Joseph P. Remington, who was one of the principal speakers at the recent annual banquet of the Philadelphia Drug Exchange, when introduced as chairman of the Committee on Revision of the United States Pharmacopeia, announced that the Ninth Revision would be ready to go into the hands of the printer before July 1. Professor Remington also qualified as a teller of fish stories, for he described how he had caught 514½ pounds while on a visit in Florida recently. When challenged he

offered to throw off the half pound but manfully persisted in sticking to the 514.

Mr. Louis K. Liggett, president of the United Drug Co., of Boston, Mass., has been elected a director of the American Trust Co., in that city.

Riker-Jaynes Co. is contemplating the construction of a large laboratory at Springfield, Mass. It is probable that the plans will include the erection of a warehouse and distributing station.

Riker-Hegeman Co., which owns more than eighty drug stores in New York City and vicinity, as well as in Boston and New England cities, has purchased the two Main street stores of the Dake Store Co., Rochester N. Y.

Mr. James E. Davis, president of the Michigan Drug Co., Detroit, Mich., sailed with Mrs. Davis on the steamship *Berlin* recently for a four-months' tour of Europe.

Mr. Arthur C. Leonard, of the Seely Mfg. Co., Windsor, Ont., Canada, sailed with Mrs. Seely on the *Laurentic* on February 8, for a trip to the Panama Canal.

The stockholders of the Smith, Kline & French Co., wholesale druggists, Philadelphia, Pa., at their annual meeting on January 12, made provision in the by-laws for the creation of the office of second vice-president and the following directors were elected: Harry B. French, C. Mahlon Kline, Clayton French, J. C. Buck and H. S. Valentine. At the meeting of the directors officers elected were as follows: President, Harry B. French; first vice-president, G. Mahlon Kline; second vice-president, Clayton French; treasurer, H. S. Valentine; secretary, J. C. Buck.

Mr. Harry B. French, president of the Smith, Kline & French Co., and Mr. Howard B. French, head of Samuel H. French & Co., were among the ten directors elected by the members of the Chamber of Commerce of Philadelphia after a spirited contest at the recent annual meeting.

On February 5 the officers and employees of the concern gave a reception to Mr. Robert W. Chew, in charge of the sundries department, in recognition of the fact that on that day he completed half a century of service with the company and its predecessor, French, Richards & Co. Mr. Chew received a gift of a gold watch and chain, the presentation speech being made by President French.

Mr. J. A. Griffin, who is connected with Pedro Tremari & Co., New York and Mexico, recently returned to New York after a six weeks' tour of the vanilla bean districts in Mexico.

A certificate has been filed at Rochester, N. Y., stating that the Italian Soap Co., of that city is operated by Luigi Troiano and Mario Osella, of 16 Gordon Park, Rochester, N. Y.

The February issue of The Voice of the Retail Druggist, an organ published by the American Druggists' Syndicate, of New York, is largely devoted to a complete report of the seventh annual convention of the American Druggists' Syndicate, held in the Blanchard Building, Long Island City, January 20, 21 and 22. The syndicate is said to have

a membership of 16,000 druggists, of whom several thousand were in attendance at the convention.

The first day's session was devoted to annual reports of the officers; the second day to the election of a new board of directors, and a discussion of anti-cocaine resolutions. Addresses were made by Mr. J. A. S. Woodrow of Cambridge, Mass., on "Salesmanship," and Col. W. S. Duble, the first editor *The Voice*.

The third day's session was devoted to a discussion of the A. D. S. preparations. The treasurer's report showed total assets of \$2,927,452.43 including about \$750,000 for formulas, trade-marks, unissued stock, etc. The net surplus from 1912 was \$293,364.10.

The newly elected president is Mr. William O. Frailey, of Lancaster, Pa., the secretary is Mr. Charles H. Goddard and the treasurer Mr. George W. Luft, the latter two officers having been re-elected.

The social features of the convention were an evening at the Hippodrome, and a smoker and a banquet. The visitors were much interested in a display of perfumes marketed under the name of the Vogue Perfumery Co. This department is in charge of Mr. B. H. Karmen, who is largely responsible for the progress made in the sale of Vogue perfumes during the last year.

Foreign trade opportunity No. 10,237, on perfumery and toilet articles, is reported by the Bureau of Foreign and Domestic Commerce, at Washington, D. C., to which inquiries can be addressed. An American consular officer writes that a business firm in his district, which states that it can furnish the best of references, desires to receive orders carrying with them exclusive agency rights for northern Italy from American manufacturers and exporters of perfumery and toilet requisites, such as lotions, extracts, soaps, cosmetics, dentifrices, tooth and nail brushes, soap and toothbrush holders, bottles, etc. Correspondence should be in Italian or French.

No. 10,233 relates to the inquiry of an American consul in Mexico for the names and addresses of manufacturers of soap making machinery.

The exports of vanilla beans from Vera Cruz, Mexico, in the calendar year 1911 were valued at \$1,248,749, of which \$1,202,064 worth were shipped to the United States.

NEW CORPORATIONS.

A. Bourjois & Co., 25 Broad street, New York City, manufacturers of toilet preparations, have filed articles with the Secretary of State at Albany incorporating the concern with a capitalization of \$10,000. The incorporators are William Wectmann, Frank F. Kirkpatrick and Rudolph Ageril.

Pioneer Chemical Specialty Co., Chicago, Ill, has been incorporated with \$25,000 capital to manufacture chemical specialties, including soaps and polishes, by E. A. Strauss, C. R. Heidenreich and T. Creigh, of Chicago.

Salmarine Salt Soap Co., Los Angeles, Cal., with a capitalization of \$25,000, has been incorporated by W. P. Dolan, F. M. Williams and R. D. Colegrove.

Pioneer Soap Co., San Francisco, Cal., has been incorporated with \$50,000 capital stock by C. H. Petersen and E. J. Merritt.

Eagle Liquid Soap Co., St. Louis, Mo., with \$50,000 capital stock, has been incorporated by H. R. Hyatt, Julius

G. Winkelmeyer, Henry Winkelmeyer, J. G. Bulis and R. J. Hyatt.

O. D. Disinfectant Co., Joliet, Ill., has been incorporated with \$30,000 capitalization, to manufacture disinfectants and preservatives, by O. R. Laraway, W. H. Clare and I. Covne.

Cuyahoga Rendering & Soap Co., Cleveland, Ohio, has been incorporated with a capital stock of \$300,000 by August A. Stadler, Anna E. Stadler, Wilmet L. Stewart, Hugo C. Miringer and George J. Splitdorf.

Economy Soap Co., Shelby County, Tenn., has filed incorporation papers at Nashville with a capital stock of \$25,000, the incorporators being Leo Horn, Harry Horn. B. P. Horn, S. M. Bernston, and William Sulzer.

Drug Products Co., Inc., Manhattan Borough, New York City, capital stock \$75,000, has been incorporated by Edmund Powers, George W. Vanse and C. V. Milligan, 34 Madison street, Brooklyn, N. Y.

IN MEMORIAM FOR DEPARTED FRIENDS.

Frederick Stearns, of Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., February, 1907.

FRANK SIDDALL, soap publicist, Philadelphia, Pa., February, 1907.

JOHN HENRY STALLMAN, president of the Stallman-Fulton Co., brokers, New York, February, 1908.

CHARLES D. HESS, Hess Co., perfumers, Rochester, N. Y., February, 1908.

MRS. HENRIETTA L. ROYCE, wife of Abner Royce, founder of Abner Royce & Co., Cleveland, O., February, 1910.

JAMES B. McMahon, vice-president of the N. K. Fair-

bank Co., Chicago, Ill., February, 1910.

JEAN ANTOINE ANTHION, manufacturer of olive oil,
Grasse, France, February, 1910.

JAMES McCONNELL, engineer for Granite City Soap Works, Newburg, N. Y., February, 1910.

HERMAN AUGUSTIN MARSHALL, soap manufacturer, Clinton, Mass., February, 1910.

ALEXANDER S. KIRKMAN, Kirkman & Son, soap manufacturers, Brooklyn, N. Y., February, 1912.

FRANK E. HARRIS, founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

WILLIAM SWING, employed by Colgate & Co., Jersey City, February, 1912.

JAMES PYLE, founder of the Pyle Pearline Co., Shady-side-on-Hudson, N. Y., February, 1912.

EDWARD G. ROBERTSON, Rubberset Co., February, 1912.

Obituary Notes.

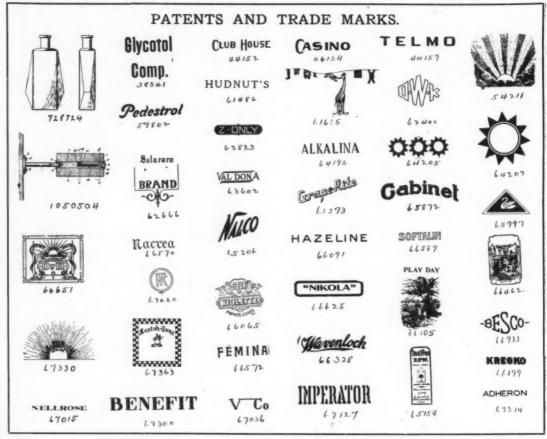
Mr. Albert F. Trageser, president of the John Trageser Steam Copper Works, died on January 12 at his home in New York City.

Mr. John Gowans, a pioneer business man and soap manufacturer of Buffalo, N. Y., died recently after having been ill for two years at the age of 79. Two sons and three daughters survive.

Mr. Gustav K. Poujol, a perfumer, died recently in Reading, Pa., in his 78th year. He retired three years ago and is survived by his widow, a son and daughter.

Publications Received.

TRADE NAMES.—Supplement containing all names registered during 1912 in the United States Patent Office, or with the Manufacturing Perfumers' Association.



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attor-This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks shown above are described under the heading "Trade Marks Applied For," and are those for which registration has been allowed, but not yet issued. All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.
ub. Co. 80 Maiden Lane, New York Perfumer Pub. Co.

PATENT GRANTED.

1,050,504.—Soap-Holder.—John Wilshusen, Chicago, Ill., Filed March 8, 1911. Serial No. 613,118. (Cl. 45—28.) The combination, with a soap bar, of a tubular sup-

porting bar having a threaded opening leading into the interior thereof; a threaded plug extending but part way into said opening so as to provide a recess in the inner portion of said opening, the other end of said plug being covered by the soap bar; a stop for the inner end of the soap bar; and a stop member carrying a spring arm extending into said supporting bar and having an angularly turned end adapted to engage in said opening to lock said stop member in position, substantially as described.

DESIGN GRANTED.

43,507.—Bottle.—Edwin H. Nelson, Detroit, Mich., assignor

to Peninsular Chemical Company, Detroit, Mich., a Corporation of Michigan. Filed October 30, 1912. Serial No. 728,724. Term of patent 14 years.

The ornamental design for a bottle herein shown and described.

TRADE MARKS REGISTERED.

89,851.—Detergent Cleaning Preparations.—Jap Ammonia o., Rochester, N. Y. Filed April 17, 1912. Serial No. 62,949. Published

September 17, 1912

89,854.—Cotton-Seed Oil.—Kentucky Refining Company, Louisville, Ky.

Filed September 5, 1912. Serial No. 65,595. Published November. 5, 1912

89,921.-Hair-Tonic and Hair-Restorer.-John W. Hef-

ferline, Dayton, Ohio. Filed May 22, 1 November 12, 1912. 1912. Serial No. 63,729. Published

89,960.-Perfumes and Component Parts Thereof.-Anton Deppe Söhne, Hamburg, Germany Filed March 18, 1912. Serial No. 62,236. Published

November 12, 1912.

November 12, 1912.

89,965.—Hair-Tonic for Dandruff and Scalp Diseases.—
The To-Kalon Manufacturing Company, Syracuse, N. Y.
Filed February 29, 1912. Serial No. 61,804. Published November 12, 1912.

89,977.—Toilet Soaps.—The Andrew Jergens Co., Cincinnati, Ohio, and New York, N. Y.
Filed September 26, 1912. Serial No. 65,998. Published

November 19, 1912. 89.981.—Cleaning-Powder.—E. W. Bennett & Co., San Francisco, Cal.

Filed September 16, 1912. Serial No. 65,776. Published November 19, 1912,

89,990.—Flavoring Extracts for Foods, Macaroni, Pea- ' nut-Butter, Olives, and Spices.-Courtney & Co., Omaha, Neb.

Filed May 28, 1910. Serial No. 49,999. Published October 24, 1911.

90,004.—Soap.—James G. Escue, Parsons, N. Mex. Filed October 11, 1912. Serial No. 66,244. Published November 19, 1912.

90,030.-Certain Kind of Oil Used for Washing and Removing Greases.—Edgar Levinstein, Boston Mass. Filed August 22, 1912. Serial No. 65,378. Published

November 26, 1912. 90,034.—Olive-Oil.—Mangrané Hermanos (Hermanos= Brothers) Raison Sociale Société Privilegée, Tortosa,

Filed June 18, 1910. Serial No. 50,429. Published November 19, 1912. 90,044.—Flavoring Extracts, Syrups, and Ingredients for Use in Beverages.—National Fruit Products Co., Portland,

Filed October 7, 1912. Serial No. 66,170. Published November 26, 1912.

90,065.-Canned Fish, Canned Vegetables, Olives, and Olive-Oil.-Strohmeyer & Arpe Company, New York City, N. Y.

Filed April 26, 1912. Serial No. 63,144. Published November 19, 1912. 90.067.—Soap.—F. S. Walton Company, Camden, N. J.,

and Philadelphia, Pa Filed September 14, 1912. Serial No. 65,750. Published

November 19, 1912.

90.081.—Soap Compound.—Young & Co., Coatesville, Pa. Filed July 20, 1912. Serial No. 64,843. Published November 19, 1912.

90.085.—Toilet Lotion.—Marie Adele Archer, Newark,

N Filed February 9, 1912. Serial No. 61,396. Published November 26, 1912.

90,102.—Dentifrices.—John H. Eberhardt, New York, N. Y.

Filed September 27, 1912. Serial No. 66,005. Published November 26, 1912.

90,113.-Shaving-Cream.-Hall & Ruckel, New York, N. Y Filed August 12, 1912. Serial No. 65,213. Published

November 5, 1912. 90,116.—Perfumes and Sachet-Powders.—Richard Hud-

nut, New York, N. Y. Filed February 15, 1912. Serial No. 61,496. Published

November 26, 1912.

90.133.-Hair Grower or Tonic.-Lyttleton S. Read, Los Angeles, Cal.

Filed September 23, 1912. Serial No. 65,945. Published November 26, 1912.

90,135.—Disinfectants and Deodorizers.—George H.

Richard, Newark, N. J. Filed August 27, 1912. Serial No. 65,457. Published November 26, 1912.

90,191.—Talcum Powder.—Gilbert Bros. & Co., Baltimore, Md.

Filed February 13, 1912. Serial No. 61,451. Published December 3, 1912.

90.238.—Hair-Tonic—Hans Panckow, Hurley, N. Mex. Filed October 23, 1912. Serial No. 66,463. Published December 10, 1912.

90,245.—Certain Nan Company, Duluth, Minn. Named Foods.-Rust-Parker-Martin

Filed September 22, 1911. Serial No. 58,809. Published December 10, 1912.

90,246.—Certain Named Foods and Lemon Flavoring Extract.-William E. Scannell, Muscatine, Iowa

Filed June 7, 1912. Serial No. 64,048. Published

90.259.—Liquid Preparation to Aid in Washing.—Thomas Thoin, West Springfield, Mass.

Filed October 5, 1910. Serial No. 52,129. Published December 10, 1912.

90,262.—Preparations for Preventing Dandruff and Other Ailments and Diseases of the Scalp.-Van Vleet-Mansfield Drug Co., Memphis, Tenn.

Filed August 2, 1905. Serial No. 11,201. Published December 10, 1912. 90,263.-Hair-Dye.-Van Vleet-Mansfield Drug Co., Memphis, Tenn. Filed August 22, 1905. Serial No. 11,889. Published December 10, 1912.

PRINTS REGISTERED.

3,179.—Title: "Standard for Over Half a Century." (For Soap and Cleanser.)—B. T. Babbitt, Inc., New York, N. Y. Filed January 7, 1913.
3,184.—Title: "Sozodont." (For a Dentifrice.)—Hall & Ruckel (Inc.), New York, N. Y. Filed January 4, 1913.

LABELS REGISTERED.

16,782.—Title: "Spot-Off." (For a Cleaning Fluid.)—Arthur T. Chegnay, New York, N. Y. Filed May 10, 1912. 16,751.—Title: "Map of Italy Brand." (For Olive-Oil.)—Antonio Magnano, Seattle, Wash. Filed November 5,

16,764.—Title: "Kellogg's Pure Olive Oil." (For Olive-Oil.)—I. T. Kellogg, New York, N. Y. Filed October

28, 1912.

28, 1912.
16,765.—Title: "Jap Rose." (For Perfume.) James
S. Kirk & Company, Chicago, Ill. Filed January 4, 1913.
16,815.—Title: "Poppy Brand." (For Cotton-Seed Oil.)—William Young Lawton, San Francisco, Cal. Filed January 23, 1913.

TRADE MARKS APPLIED FOR.

38,341.—Voigt & Co., Chattanooga, Tenn. (Filed October 29, 1908. Claims used since August 15, 1906. No claim being made to the word "Comp.")—An Alkaline

44,152.—Franklin MacVeagh & Co., Chicago, Ill. (Filed August 16, 1909. Claims use since 1876.)—Olive Oil,

Flavoring Extracts, etc.

44,154.—Franklin MacVeagh & Co., Chicago, Ill. (Filed August 16, 1909. Claims use since January, 1893.)—Olive Oil, Flavoring Extracts, etc.

44,157.—Franklin MacVeagh & Co., Chicago, Ill. (Filed August 16, 1906. Claims use since 1904.)—Cotton-Seed

Salad Oil, Flavoring Extracts, etc. 54,218.—James G. Moran, Philadelphia, Pa. (File January 31, 1911. Claims use since about July 1, 1910.)—Washing Compounds.

59,802.—Charles W. Nelms and David L. Harrell, Suf-lk, Va. (Filed November 13, 1911. Claims use since folk, Va. (Filed November 13, 1911. July 5, 1911.)—Antiseptic Foot Powder.

61,486.—Richard Hudnut, New York, N. Y. February 15, 1912. Under ten year proviso. Claims use since about 1889.)—Soaps, solid and liquid.
61,635.—John R. Allen, Kansas City, Mo. (Filed February 20, 1912. Claims use since December 19, 1911.)—

Washing Powders

62,400.—Otto W. Koch, St. Louis, Mo. (Filed March 25, 1912. Claims use since about March 1, 1912.)—A lotion

for use after shaving, liquid court plaster, etc. 62,666.—Pereira & Pereira, New York, N. Y. (Filed April 5, 1912. Claims use since December 15, 1911. The word "Brand" shown on the drawing being disclaimed.)— Flavoring Extracts.

62,823.—The B. A. Russell Pharm. Co., Ilion, N. Y. (Filed April 10, 1912. Claims use since March 29, 1912.)—Cream for the relief of tired, tender, smarting, and swollen

feet, chilblains, and chafing.
63,602.—Druggists' Co-operative Association, Inc., Jersey
City, N. J. (Filed May 17, 1912. Claims use since March
25, 1912.)—Antiseptic Hair Tonic, Shampoo Paste, Tooth
Paste, Essence of Jamaica Ginger, Tonic Shampoo Preparation, for eczema, freckles, for use after shaving, Toilet Creams, Bath Powder, Eucalyptus Balm, Foot Powder, Perfumes, Talcum Powder, Witch Hazel, Toilet Waters,

64,195.—Olympio F. Gambati, Houston, Texas. (Filed June 14, 1912. Claims use since April 1, 1906.)—A medi-

(Continued on page 306.)

FOREIGN CORRESPONDENCE AND MARKET REPORT

ARGENTINA.

INTERNAL REVENUE TAX.—There is on file in the Bureau of Foreign and Domestic Commerce a copy of the Argentine law of September 27, 1912, imposing internal revenue taxes on perfumes and toilet articles of all kinds. The taxes are applicable to imported as well as domestic products. Regulations under the law are contained in a presidential decree of December 10, 1912, also on file (in Spanish) in the Bureau of Foreign and Domestic Commerce. The present law and decree supersede previous legislation on this subject.

AUSTRIA.

Tollet Soap and Perfumery Prices.—The Austrian manufacturers of toilet soaps and perfumery have notified dealers that, in consequence of the great increase in the price of raw materials during the last year, prices of commercial and fancy soaps, perfumery, tooth pastes, cosmetics, etc., are advanced, since January 1, by 5 per cent., which will be added to the total amount of each invoice.

BARBADOS.

SOAP.—C. W. Martin, Consul at Bridgeton, reports that in 1911 Barbados imported 2,594,694 pounds of soap. Laundry and toilet soaps are not separately classified, all soaps coming under one head and valued for statistical purposes at 4 cents per pound, with a customs duty of 36 cents per hundred pounds. Under the trade agreement with Canada, which will go into force after ratification by Canada and approved by the British Secretary of State for the Colonies, the present duty will be the British preferential rate, while soap from foreign countries will be dutiable at 45 cents per hundred pounds. The year's imports were, in pounds: From Great Britain, 2,276,468; British West Indies, 1,000; Canada, 18,000; India, 289,650; Germany, 2,648; Netherlands, 250; United States, 6,578. Soap is a staple article on which the freight rate is 75 per cent. more from Great Britain than from the United States, yet the latter country has practically no trade in soap.

BURMA.

SOAP.—Maxwell K. Moorhead, Consul at Rangoon, reports that in the calendar year 1911 the value of imports of soap at Rangoon, by countries, was: From the United Kingdom, \$374,425; Belgium, \$8,585; United States, \$5,558; Germany, \$3,121; India, foreign-made soap, \$2,488, domestic-made soap, \$8,312; all other countries, \$4,531; total imports \$407,020. Rangoon's purchases from the United States consisted chiefly of the higher-priced toilet and shaving soaps.

FRANCE.

SOAP.—Consul Louis Goldschmidt, at Wantes, reports that there was a decrease in exports to the United States from his district in 1911. He says: "The soap production in 1911 was the same as in 1910—18,000 tons of ordinary soap and 500 tons of toilet soap. The exports amounted to about 600 tons and went entirely to the French possessions. The material used was all French, except about 100 tons of potash imported from Russia and about the same amount of tallow and fat from England. About \$96,500 worth of boxes, cardboard and perfumes were used by this industry, and the total business amounted to \$3,860,000."

PERSONAL.—Mr. Pierre Moréna, technical director of Hugues Ainè, Grasse, was presented by his wife with a

son on January 4 and since has been receiving congratulations from his numerous friends and associates.

OLIVE CROP.—According to information recently issued by the French Department of Agriculture, the olive crop conditions in France were as follows at the beginning of the year: In the Bouches-du-Rhone the gathering of the olives was almost completed, and the crop is reported to be fairly large and of good quality. In the Herault, Ardeche, and Aude Departments the crop was gathered in December, and is stated to be above the average in both size and quality. The yield in fruit and oil is somewhat unsatisfactory in Vaucluse. In the other sections, excepting Corsica, the outlook is promising.

GERMANY.

Toilet Articles.—Suggesting that American exporters of toilet articles, etc., would do well to investigate carefully the regulations imposed under the laws of Germany in the markets of that country, Consul General Hill, in reviewing the trade of the Frankfort district says: American toilet articles are to be found here in most drug and department stores. Dealers advise this office that American soap, toilet powder, tooth paste and powder, shaving soap, etc., are not appreciably more expensive than German or French preparations of the same quality. In addition to large numbers of American tourists who naturally create a certain demand for American preparations, German customers also find them acceptable. Toilet articles are not imported here direct, local dealers securing their supplies from importers or representatives in centers like Hamburg.

ITALY.

OLIVE OIL.—Consul General Smith, at Genoa, makes the following report: Reliable information indicates that the yield of olive oil in Italy for the present 1912-13 season will be about two-thirds of a normal crop. A normal yield varies from 2,000,000 to 2,400,000 hectoliters, equivalent to from 52,834,100 to 63,400,920 gallons, or, say, an average of 58,117,510 gallons. On this basis the crop of the present season will yield about 38,745,000 gallons, and may possibly run to 40,000,000 gallons. The yield for the past three seasons has been as follows: Nineteen hundred nine and ten, 67,601,230 gallons; 1910-11, 37,142,372 gallons; 1911-12, 65,170,862 gallons.

SPAIN.

OLIVE OIL.—Consul Winans, at Seville, says: "In view of the failure of the olive oil crop of this season, and the present unfavorable prospects for the next harvest, the local olive oil market is in a somewhat confused condition; this in spite of the quantity of good oil of last year's harvest still on hand. Under present conditions the tendency of prices is upward, although no very marked rise has yet taken place owing to the uncertainty of next year's yield. The actual state of the olive orchards is unsatisfactory. The Government's advance estimates place the production of oil in this consular district at about 31,000 metric tons."

SYRIA.

OLIVE OIL.—Consul General W. Stanley Hollis, of Beirut, reports under date of January 10 that on account of the decrease in the demand for Syrian olive oil abroad, principally in the United States and Brazil, large quantities are reserved for local use. Syrian emigrants to the Americas are now using Spanish and Italian olive oil, which at present is cheaper.

PRICES IN THE NEW YORK MARKET

(It should be borne in mind by purchasers that the market quotations in this journal are quantity prices.

For very small orders the prices would be slightly higher.)

Almond, Bitterper lb. \$3.50 " F. F. P. A. 4.50 " Artificial .55 " Sweet True .60-65 " Peach-Kernel .25-30 Amber, Crude .15 " Rectified .30 Anise .1.60 Bay, Porto Rico .2.90	Lemon 3.00 Lemongrass 1.60-1.70 Limes, expressed 2.25 "distilled .50 Linaloe 2.75 Mace, distilled .75 Mustard Seed, gen 8.50 artificial 1.75	BEANS. Tonka Beans, Angostura 5.50 Para 2.50 Vanilla Beans, Mexican 4,00-6,00 " Cut. 3,25-3.50 " " Bourbon 3,40-4.25 " Tahiti 2.00 SUNDRIES.
Bay 2.75 Bergamot, 35%-36% 6.50 Birch (Sweet) 1.75 Bois de Rose, Femelle 4.00	Mirbane, rect. .12 Neroli, petale .30.00-40.00 " artificial .12.00-17.00 Nutmeg .80	Ambergris, black (oz.) 15.00-20.00 gray 25.00-27.50 Civet, horns 1.75-2.00 Chalk, precipitated04½-06
Cade 20 Cajeput 60 Camphor 12 Caraway Seed 1.00 Cardamon 25.00 Carvol 2.00 Cassia, 75-80%, Technical 90	Nutmeg .80 Opoponax 7.00 Orange, bitter 3.00 " sweet 3.00 Origanum .40-60 Orris Root, concrete (oz.) 3.50-5.00 " absolute (oz.) 28.50-32.00	Cologne Spirit (gal.) 2.65-3.10 Cumarin 3.50 Heliotropine 1.60 Menthol 9.00 Musk, Cab., pods (oz.) 10.00 "grain 15.00 Tonquin, pods "13.75-15.00
" Lead free 1.00 " Redistilled 1.40 Cedar, Leaf 45 " Wood 1.8 Cinnamon, Ceylon 6.50-14.00 Citronella, Ceylon 37 Citronella, Java 85 Cloves 1.40 Copabia 1.15-1.25 Coriander 6.00-9.00 Croton 1.10 Cubebs 3.50	Patchouly 3.00-3.60 Pennyroyal 1.10 Peppermint 2.85-3.30 Petit Grain, South American 4.25 "French 8.00 Pimento 1.75 Rose (oz.)12.00-16.00 Rosemary, French 80 "Spanish .50 Rue 3.00	" grains. "21.00-24.00" " Artificial, per lb. 1.50-3.00 Orris Root, Florentine, whole Orris Root, powdered and granulated 18 Talc, Italian (ton) 32.00-35.00 " French " 25.00-30.00 " Domestic " 15.00-25.00 Terpineol 3545 Thymol 1.80 Vanillin (oz.) 3336
Erigeron 2.00 Eucalyptus, Australian, 70% .50 Fennel, Sweet 1.50-1.60 "Bitter .75 Geranium, African 7.50 "Bourbon 7.00 "Turkish 3.25 Ginger 6.50 Gingergrass 1.75-2.00	Safrol .40 Sandalwood, East India. 5.25-5.50 West India. 1.60 Sassafras, artificial .32 " natural .75 Savin 1.40 Spearmint 5.25 Spruce .50 Tansy 3.80 Thyme, red 1.10	SOAP MATERIALS. Cocoanut oil, Cochin, 1034@1078c.; Ceylon, 10@101/4c. Cottonseed oil, crude, tanks, 381/2@40c.; winter yellow, 61/2@7c. Grease, brown, 51/4@53/4c.; yellow, 53/4@61/4c. Olive oil, denatured, 90c. Olive oil, foots, prime, 8c.
Hemlock .55 Juniper Berries, twice rect. 1.00 Kananga, Java 3.75	white 1.30 Vetivert, Bourbon 7.00 Indian 30.00-40.00	Palm oil, Lagos, 7½c.; red, prime, 6¾@6%c. Peanut, 6½@7½c.
Lavender. English 12.00 " Cultivated 6.00 " Fleurs 3.25-3.75 " U. S. P. 2.75-3.00 " (Spike) 1.10-1.25	Wintergreen, artificial	Rosin, water white, \$9. Soya Bean oil, 61/2c. Tallow, city, 61/4@61/2c. (hhd.). Chemicals, borax, 31/2@4c.; caustic soda, 80 p. c. basis of 60 p. c., \$1.65.

THE DOMESTIC MARKET.

The tensity of the Messina oil situation is somewhat relieved, and prices are not quite so firm as they were the beginning of the month, though there is no definite prospect of a further decline. As stated in our previous report the price was largely affected by speculative conditions in Messina; but there is a marked shortage in crop which will prevent any serious decline.

The imports of lemon oil for the year ending December, 1912, were 383,559 lbs., valued at \$510,593. This was an increase of about 24% over 1911.

Citronella has stiffened slightly on account of the growing shortage in primary centers.

It is still too early to make any definite report regarding the next rose crop, as mild weather has not yet set in in Bulgaria. The continued state of war makes it impossible to state whether or not there will be any shortage in labor.

Beans.

On account of the unsettled conditions in Mexico, many extract manufacturers made demands for the immediate delivery of goods on contract, and this factor together with the fairly reliable reports of smaller crop than last year, has tended to elevate the market.

Bourbon beans have taken the course predicted in our last report, and a buying combination in French markets, evidently for speculative purposes, has stiffened these prices. The Government's figures on imports of vanilla beans for the year 1912 were 983,645 lbs., valued at \$2,527,634, as against 1,030,886 lbs., valued at \$2,136,840 for 1911.

TRADE MARKS APPLIED FOR.

(Continued from page 303.)

cine consisting of boric acid, benzoic acid, menthol, chlorid of zinc, borate of soda, Eucalyptus oil, oil Gaultheria, white alkaloid, glycerin, witch hazel, alcohol, and water to be used only as a cleanser for the teeth, and put up in liquid or paste form.

64,205.—Ernst Schleimann's Export-Ceresin-Fabrik, Hamburg, Germany. (Filed June 15, 1912. Claims use since April 15, 1910.)—Ceresin.

64,207.—Ernst Schleimann's Export-Ceresin-Fabrik, Gesellschaft Mit Beschränkter Haftung, Hamburg, Ger-Export-Ceresin-Fabrik, many. (Filed June 15, 1912. Claims use since October 3,

-Ceresin.

65,154.—Eugene Claessens, Brussels, Belgium. (Filed August 8, 1912. Claims use since July, 1911. No claim being made to the expressions "Dentifrice," "Produit Vegetal," "Marque Deposee," "Prix de vente," and "2 Frs. la Boutelle De 125 Centimetres Cubes").-Dentifrices.

65,206.—Nalley Grocery Co., Austin, Texas. (Filed August 12, 1912. Claims use since 1910.)—Flavoring Ex-

tracts, Olive Oil, etc.

65,593.—Frank O. Cross, Kingman, Kans. (Filed September 5, 1912. Claims use since May 1, 1912. The word "Grape" is disclaimed.)-A syrup for flavoring purposes to be used at soda fountains and by bottlers, a carbonated

beverage, and a still or non-carbonated beverage. 65,872.—The Morey Merc. Co., Denver, Colo. (Filed September 20, 1912. Claims use since December 5, 1911.)

-Household Ammonia, etc.

65,997.—The Andrew Jergens Co., Cincinnati, Ohio. (Filed September 26, 1912. Claims use since 1883.)—Perfumes and Toilet Water.

66,065.—Harriet Hubbard Ayer, New York, N. Y. (Filed September 30, 1912. Claims use since January 1, 1898. The words "Private Cuvee" being disclaimed.)— Toilet Waters, and Perfumes.

66,091.—Henry S. Wellcome, London, England. (Filed October 2, 1912. Claims use since April 2, 1880. Consist-

ing of the word "Hazeline.")—A Toilet Soap.
66,105.—Hulman & Co., Terre Haute, Ind. (Filed October 2, 1912. Claims use since September 1, 1912.)—

Flavoring Extracts, etc. 66,462.—Gisberto Granucci, San Francisco, Cal. (Filed October 23, 1912. Claims use since January 1, 1900.)—

Olive Oil. Agnel Co., New York, N. Y. (Filed October 28, 1912. Claims use since June 25, 1912.)-Bath

Powder 66,570.—G. Agnel Co., New York, N. Y. (Filed October 28, 1912. Claims use since October 2, 1912.)—Toilet

and Face Powders. 66,572.—G. Agnel Co., New York, N. Y. (Filed October 28, 1912. Claims use since October 3, 1912.)—Toilet Water, Perfumes, and Toilet Extracts.
66,625.—Nikola Chemical Co., Inc., New York, N. Y.

(Filed October 30, 1912. Claims use since October 8, 1912.) A bathing powder for reducing weight.

66,651.—August Haassler, Brooklyn, N. Y. (Filed October 31, 1912. Claims use since February 1, 1911.)-Cold

66,899.—Otto C. Meyer, New York, N. Y. (Filed November 14, 1912. Claims use since October 17, 1912.)—Medicated cream as an antiseptic and remedy for skin affections.

66,933.-The Beaver Soap Co., Dayton, Ohio. (Filed November 16, 1912. Claims use since September 1, 1912.)

67,015.-The Samurai Perfumery Co., New York, N. Y. (Filed November 20, 1912. Claims use since November 18, 1912.)—Sachets, Rouge, Face Powder, Talcum Powder, Toilet Creams, Toilet Water, and Perfume Extracts.

67,020.—Thomas Kelly, Honolulu, Hawaii Ter. (Filed November 20, 1912. Claims use since September, 1909.)—

Vanilla Extract intended for food, etc. 67,036.—V. Co., Wheeling, W. Va. (Filed November 21, 1912. Claims use since November 17, 1912.)—Olive Cream, Cold Cream, Nail Polish, Rouge, Liquid Powder, Shampoo Preparation, Skin Lotion, Smelling Salts, Com-

plexion Powder, Massage Cream, Violet Perfume, Talcum Powder, and Lilac Toilet Waters. 67,127.—Fontana & Co., New York, N. Y. (Filed No-

rember 26, 1912. Claims use since September 1, 1912.)-

Cotton-Seed Oil.

67,300.—Direct Importing Co., Boston, Mass. (Filed December 9, 1912. Claims use since January 1, 1907.)—Laundry Soap, Borax Soap, Toilet Soap, Washing Powder, Scouring Powder, Silver Polish, Metal Polish, Metal Cleaning and Polishing Compounds, and Fluid Washing and Cleaning Compounds.

67,328.—The Wavenlock Co., Detroit, Mich. (Filed December 10, 1912. Claims use since March, 1906.)—Hair

67,330.—Lazar Berliner, Brooklyn, N. Y. (Filed December 11, 1912. Claims use since October 1, 1912.)—A chemical preparation for "Dandruff and Falling Hair."

67,363.—Scotch-Tone Remedy Co., Oklahoma, Okla. (Filed December 12, 1912. Claims use since June, 1912.)— Face Cream, and Cold Cream.

67,374.—Elson & Brewer, Inc., New York, N. Y. (Filed December 12, 1912. Claims use since about November 1, 1911.)—Stearate of Zinc.

FEDERAL FOOD AND DRUG JUDGMENTS.

(Continued from page 289.)

1861.-Richard W. Claxton, Washington, D. C.; adulteration of fish; pleaded guilty; fined \$10.

1862.—Buckeye Cotton Oil Co., Selma, Ala.; misbranding of cottonseed meal; pleaded guilty; fined \$50 and costs.

1863.—Otto Kuehne Preserving Co., Topeka, Kansas; adulteration and misbranding of catsup; found guilty to the charge of adulteration; fined \$25 and costs. The charge of misbranding dismissed.

1864.—Otto Kuehne Preserving Co., Topeka, Kan.; adulteration of catsup; pleaded guilty; fined \$25 and

1865.-M, & O. Milk Co., St. Louis, Mo.; misbranding of condensed milk; condemned and forfeited.

1866.-Eldorado Wine Co., Washington, D. C.; misbranding of Mexican damiana and damiana tonic; pleaded guilty; fined \$25.

1867.-Appleby Bros., Fayetteville, Ark.; misbranding of so-called choice evaporated ring apples; pleaded guilty; fined \$5 each with costs, making a total of \$23.05

1868.-Pompeian Co., Washington, D. C.; misbranding of olive oil; condemned and forfeited, but on pay ment of all costs amounting to \$26.29, and bond of \$800, product was released.

North Dakota.

Commissioner Ladd, in the December bulletin of the North Dakota Food Department, gives the following: 9165.—Vanilla Substitute. National Tube Flavor Co., Newark, N. Y. The product is vanilla and coumarin colored in imitation of vanilla. Illegal.

Drawback on Extracts, Oils, Perfumes, Etc.

Treasury Decision 33131 announces the extension of the department's regulations of April 30, 1909 (T. D. 29719). providing for the allowance of drawback on flavoring extracts, concentrated essential oils, concentrated essences, and perfumes manufactured by Van Dyk & Co., of New York, with the use of imported alcohol. The extension is made so far as applicable to cover such of the formulas set forth in the sworn schedule of the company, dated February 25, 1909, as are medicinal or toilet preparations or perfumery manufactured with the use of domestic tax-paid alcohol. The allowance shall not exceed the quantity of alcohol used, as shown by the schedule. The regulations are also amended to permit the filing of supplemental sworn statements, and upon vertification thereof drawback may be allowed thereunder.



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Wanted.—Salesman by large perfume house making only high grade goods, must be experienced. State salary and territory traveled. Address H. W., No. 110, care of this journal.

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SALESMAN, thoroughly familiar with essential oils and synthetics. One who is well acquainted with the buyers in high-class perfumery and soap houses. Most liberal terms, with splendid opportunity for advancement for energetic and competent gentleman. Address, confidentially, H. W., No. 115, care of this journal.

Manufacturing Pharmacist wanted for large laboratory in Northwest. Graduate preferred, but practical experience in laboratory of wholesale drug house or large pharmaceutical laboratory essential. Knowledge and experience in manufacture of toilet articles, perfumes and proprietary specialties will influence employers. Applicant must be able to manage and direct other employees. Salary to start \$1,200 per annum, with splendid opportunity for advancement. Address B. O. No. 101, care of this journal.

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Practical man employed as factory superintendent, eight years' experience is essential oils and synthetics. Laboratory practice under foremost chemist in this line. Familiar with electrical, steam, refrigeration, vacuo and distilling apparatus. Wish a position with a firm developing new ideas or extending laboratory practice to a commercial scale. Address S. W., No. 114, care of this journal.

Position wanted by a competent perfumer. Have formulas for a complete line of high grade perfumes, creams, etc., of the French type, also for a lower priced line of goods. Expert on creams, shampoos, tooth preparations, etc. Have had over ten years' experience, 30 years of age. Am at present with one of the largest firms in the country as perfumer and manufacturing chemist. Can furnish best of references. Samples on request. Address S. W., No. 116, care of this journal.

CHEMIST, expert in manufacturing perfumes—toilet goods—flavoring extracts—all pharmaceutical preparations, etc., 20 years' experience from abroad and here, experienced, skillful manager—wants position. Address care Dr. Heinzel, 143 East 58th street, New York.

THOROUGHLY EXPERIENCED TECHNICAL AND COMMERCIAL EXPERT in French perfumery "de Luxe," who has established in this country paying branch of large French concern, desires connection with well-organized American house at the end of the year 1913. Well acquainted with the trade in the United States. Advertiser has had abundant experience abroad as well as here and has original ideas that would be of large advantage to any house in this line for the development of a profitable business. Replies will be considered confidential. Address S. W. No. 102, care of this journal.

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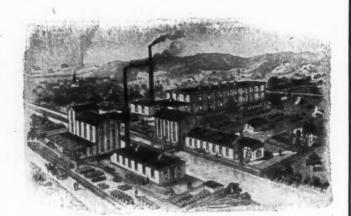
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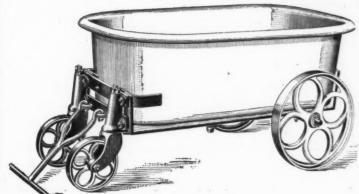
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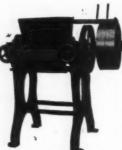
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